

THE

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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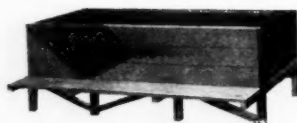
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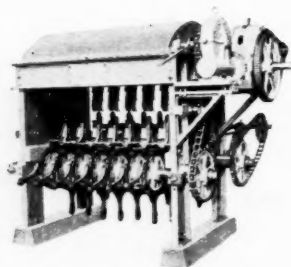
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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No. 20.

East vs. West on Packer Freight Rates

Iowa Packers File Commerce Commission Complaint Which Threatens to Involve All Packers, Commission Men and Even the Producers

Meat packers in Iowa have filed a complaint with the Interstate Commerce Commission which threatens to bring about a controversy that will involve not only these packers and the Eastern railroads, but also Eastern packers, livestock commission interests and even the producers' organizations.

In fact, the situation may develop to the point where it is a case of East vs. West, in the effort to obtain or maintain freight rates which shall give a trade advantage to one as against the other.

It involves not only the selling power of Western packers in Eastern packinghouse product markets, but it also affects the buying power of Eastern packers in Western livestock markets. While it will be a friendly controversy, yet it is one vitally affecting the business of everybody concerned.

Affects General Packing Situation.

This complaint filed by certain Iowa packers, which asks for a readjustment in the relative rates on meats as compared with livestock, has re-awakened interest in a subject that has remained dormant for almost forty years. In reaching a decision, the Interstate Commerce Commission will, in a measure, have to decide upon the future of many packing centers.

To get an idea of the situation, it is necessary to go back into early packinghouse history. In the early 80's, there was bitter rivalry between Eastern packers and those located at Western points from which shipments had begun to move in volume. Pressure was exerted by each interest with the result that freight rate wars were of frequent occurrence.

The railroads sought to arbitrate the whole dispute and extensive hearings were held. This plan failed, and it was finally put up to a committee consisting of

Messrs. G. F. Swift, S. W. Allerton and Judge T. M. Cooley. There being general disagreement, Judge Cooley, as chairman, announced his decision November 7, 1884, which held that the "relative rates on livestock and dressed beef shipments, Chicago to New York, should be as 40 to 70." These rates were established December 8, 1884. This was to be known as the "Cooley Award," a document that was of great importance in this industry.

Rates Stood for 30 Years.

With the exception of short periods of rate wars, in one of which the cattle rate went as low as 5½ cents, and the beef rate 7 cents per 100 pounds, this relation was substantially maintained for almost thirty years. This stability enabled each group to adjust themselves accordingly, and there was development in both territories.

The first disturbing change came under

date of June 25, 1918, when the Railroad Administration advanced all rates 25 per cent, but held the livestock rates to a 7 cent maximum advance. A still greater spread followed the general rate advance of August 26, 1920, which left the Eastern killer with an added freight advantage.

When the economic situation of agriculture influenced the railroads, in January, 1922, to grant a reduction in the rates on products of the farm, this reduced the cattle rates without affecting the beef rates. This continued until July, 1922, when a reduction in beef rates was effected.

That this created a handicap against Western packers is evidenced by the report of the Commission in the 1922 reduced rate case, 68 I.C.C. Rep. 676, where they commented on the increased spread which they admitted "seriously handicaps interior independent packers in the Eastern markets," and held that "the carriers should make some revision of these rates from the Mississippi River Eastward."

When the carriers failed to act on this suggestion, the Iowa packers petitioned the Eastern carriers asking for immediate relief. Two conferences were held, but, as was expected, the carriers decided to "make no change in the present situation pending further developments." When this method failed, the Iowa packers filed a formal complaint, which definitely brings the whole rate relationship before the Commission for determination.

The Iowa Packers' Complaint.

The complaint asks that the carriers be required to establish just, reasonable and non-discriminatory rates on meats, but also asks that "in no event should rates for the transportation of fresh meats and packinghouse products (cured meat in packages and in bulk) exceed rates contemporaneously in effect from the said Mississippi River crossings to the same destination points upon live stock."

At the preliminary conferences with the carriers, representatives of packers in

(Continued on page 24.)

Short Form Hog Test

Knowing what your hogs cost you alive, are you able to tell each day your cutting profit or loss per hog or per cwt.?

In a recent issue THE NATIONAL PROVISIONER printed a "short form hog test," giving the percentage yields of all cuts and offal for 200 lb., 250 lb. and 300 lb. hogs, with computations for losses, credits and expenses, so that the net profit or loss per hog or per cwt. might be figured almost at a glance.

This test, in table form, has been reprinted on heavier paper, and is available to subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. Copies will be supplied only as long as they last.

Packers Make Plans for "Meat for Health Week"

Plans for the national "Meat for Health Week"—June 25 to 30—announced by the National Livestock and Meat Board and backed up by meat packing and retail interests, are getting under way in good shape. The action of the packers in the Illinois district is, a sample of what is being done.

Following the announcement by Managing Director R. C. Pollock of the National Livestock and Meat Board, and approval of the plan by the Institute of American Meat Packers, districts were laid out by the packers to carry on their part of the work, as outlined in previous issues of THE NATIONAL PROVISIONER.

One of the most important districts was Illinois, with James S. Agar and Patrick Brennan of Chicago in charge, assisted by the Institute executive members in this territory. A meeting was called at Institute headquarters on May 15 and plans laid for the Illinois campaign.

Features of the Program.

Features are a meeting of all Illinois packers at Chicago on May 22, a monster meat men's mass meeting to be held in Chicago on the evening of Thursday, June 14; model show windows to interest salesmen and retailers; a special moving picture film for the campaign; and a campaign among the hotels to get them to feature meat during the campaign week.

What the Illinois committee is doing is a good pattern for others to follow. Information concerning this is set forth in the following letter to Institute members from Vice-president W. W. Woods, head of the Department of Education and Research of the Institute, and the director of the packers' end of the campaign:

Plans for the Campaign.

To the District Chairmen, Committee on Trade Extension:

In connection with "Meat for Health Week," designated by the National Livestock and Meat Board for the period from June 25 to 30, you may be interested to know the plans made for the co-operation of the fifteenth district, Committee on Trade Extension, by the district chairman and his associates at a meeting held in Chicago last Tuesday, May 15. Some of the plans adopted for the Illinois district may hold suggestions of value for your own district. At any rate we think you will wish to know what was done.

1. Action to get co-operation of all packers in district:

The first step taken by the district chairman and his associates was to call a meeting for next Tuesday, May 22, of all packers in the state of Illinois.

2. Action on posters, window streamers, wagon broadsides, diagrams for model window displays and booklets for consumers, issued by the National Livestock and Meat Board, as mentioned in the mimeographed plan for "Meat for Health Week":

A committee was appointed to meet Friday, May 18, and draw up a proposed plan for the allocation, distribution, and financing in the Illinois district of all "Meat for Health Week" material mentioned in the mimeographed plan, including posters, window streamers, wagon broadsides, diagrams for model window displays and booklets for consumers. This plan will

be worked out in detail and will be recommended for adoption or modification when all the packers of the district have their meeting next Tuesday. The committee on allocation, distribution and financing is made up largely of branch house depart-

ment managers, car route managers and other sales managers.

3. Action to arouse salesmen and retailers:

It was agreed in furtherance of the plans of the National Livestock and Meat Board to ask the Meat Council of Chicago, with packers energetically participating, to approve, stand sponsor for, and support a monster mass meeting of thousands of packers' salesmen and retail dealers on the evening of Thursday, June 14, in the city of Chicago. The Meat Council of Chicago will be asked to appoint a committee on finance to raise the money wherewith to pay the expense, and to appoint a committee on plans, arrangements and attendance, to arrange a program and get out the dealers and salesmen.

At this mass meeting model show windows dressed with meats carried by the average dealers and utilizing the cuts featured on the posters will be on display.

A speaker will give the retailers hints on window dressing, and diagrams with half-tone photographs of the model windows on display will be distributed, so that the retailer can take these "window maps" home with him.

Another speaker will urge the dealers to display their meat as attractively as possible and push it more vigorously than ever before.

A third speaker will tell the dealers something about the high food value of meat.

Other merchandising talks will be made. All of the talks, however, will be interspersed with a fine vaudeville entertainment.

Every effort will be made to get a full attendance. Every dealer in the city will be circularized once or twice; the packers' salesmen will "talk up" the meeting; special placards advertising the date of the meeting will be supplied to packers and dealers for their wagons. Dealers who advertise will be urged to mention "Meat for Health Week" in their advertising. In these and other ways the interest of the salesmen and dealers in "Meat for Health Week" will be promoted.

Motion Picture Plan.

4. Action on motion picture:

The Illinois district chairman and his associates passed a resolution to order the diagrammatic movie to be made for the Institute by Bert Green if sufficient districts wish to have it. This movie is the subject of a separate bulletin to district chairmen.

To Enlist the Hotels.

5. Action on hotels:

It was agreed to ask the president of the Meat Council of Chicago to appoint a special committee, including the principals of some of the leading hotel supply houses in Chicago, to supplement the efforts of the National Livestock and Meat Board to get the hotels to feature meat during the week from June 25 to June 30 and to display the title and date of "Meat for Health Week" on their menus, et cetera.

The foregoing plans are moving forward nicely in the Illinois district. Please advise us what your district is doing so that we may pass your plans on to the other district chairmen.

Very truly yours,
DEPARTMENT OF EDUCATION
AND RESEARCH.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Meat Poster as a Sticker

The colored meat poster recently designed and issued by the U. S. Department of Agriculture is to be reproduced as a "sticker" for advertising "Meat for Health Week." The National Livestock and Meat Board issues the following statement outlining its plan:

"The National Livestock and Meat Board has issued an attractive gummed sticker for use before and during 'Meat for Health Week,' which the Board has requested all constituent interests, and the public as well, to observe during the period from June 25 to 30. This sticker reproduces the meat poster recently issued by the United States Department of Agriculture.



"Used on your envelopes, stationery, invoices, et cetera, these stickers should be a powerful influence in spreading the truth that meat is a wholesome, healthful food, and thus in increasing the use of meat. Order today enough to last you from now to June 30.

"If the total orders received from all sources aggregate 200,000, the stickers will be available at \$2.30 per thousand; if total orders aggregate 500,000, the cost per thousand will be \$1.50.

"The stickers will come in books of 1,000 each, gummed, perforated, and ready for immediate use. All except meat packers, whether members of the Institute of American Meat Packers or not, should send their orders to the National Livestock and Meat Board, 1665 Old Colony Building, 407 South Dearborn street, Chicago, Ill. Meat packers should order through their District Chairman, Committee on Trade Extension, Institute of American Meat Packers.

"All orders should be placed by Saturday, May 26, and earlier, if possible. Two hundred thousand stickers will be off the press about June 1, and orders will be filled promptly thereafter."

Southwest Meat Men Get Together

Kansas Retail Butchers' Convention at El Dorado Offers One of the Best Programs Ever Presented at a Gathering of Meat Men

The meat dealers of the Southwest got together last week under the auspices of the Kansas Retail Butchers' Association, and in a two-day gathering at El Dorado, Kans., heard more common sense talked about their business than almost any similar gathering of retailers had heard in years.

The Southwestern dealers themselves provided a big portion of the meat in the program. They are business men from the ground up, and as most of them are in a sense manufacturers of meat products as well as retailers, the range of problems they have to meet and solve is a wide one.

They had the benefit of the presence and counsel of nationally-known retailers like Russell of Chicago and Seng of Milwaukee, and of packers' experts and government specialists as well. In fact, President Joe Browne of the Kansas association, who was the chief promoter and stage manager of this big event, came pretty near corraling all the talent in the industry for his gathering.

It was the eleventh annual convention of the Kansas Retail Butchers' Association, and Secretary Fred Garland, whose baby the Kansas association is, was happy over the biggest one yet. There were more than 300 in attendance, and the gathering gave inspiration to the retailers of other Western and Southwestern states to follow the example of Kansas and form a real, live state association.

A Live Administration.

The administration of President Browne during the past year resulted in doubling the membership of the Kansas association, and the El Dorado booster and his side-partner, Secretary Garland, were put in for another year with the expectation that they would "rope" every retailer in the state before another twelvemonth.

Benefits of membership in such an organization and attendance at such a meeting were plainly evident. Some of the smartest meat men at the convention admitted that they had paid their expenses a hundred times over by what they learned. And much of the value was in the informal discussions during convention sessions, which could not be put down on paper, and in the conversations and experience meetings between sessions.

The value of organization, of education—both of the trade and the customer—and of co-operation with other elements of the meat food industry, was made plain during the proceedings.

The First Get-Together.

On Monday evening, preceding the opening of the convention, the members and visitors got together with trade leaders and talked over plans and ideas to good advantage. The meetings were held in Masonic hall, adjoining the fine new El Dorado hotel, which was the convention

headquarters and which would have done credit to any big city as a modern hostelry.

The Monday session was opened with an address of welcome by Rev. C. A. Kitch of El Dorado, responded to by the inimitable Emile Gamba of Osage City, whose first word was a signal for laughter and applause.

After the customary preliminaries P. B. Diltz, the Kansas City cyclone, made the first set speech of the program. His subject was "The Butchers' Opportunity," and



JOE L. BROWNE,
El Dorado, Kas.,
President Kansas Retail Butchers'
Association.

in an informal way he told of many ways in which the retailer might advance his interests and those of the trade at large.

Next came the first address by former national president, Joseph F. Seng of Milwaukee, whose topic was the benefits of education and organization. Mr. Seng said:

BENEFIT OF BUTCHERS' EDUCATION AND ORGANIZATION.

By J. F. Seng, Milwaukee, Wis.

The starting of a butchers' class in the Central Continuation School of Milwaukee, a three-million dollar institution owned by the city and state, has demonstrated that a business man without the necessary business education stands mighty little chance to make a success. About 90 per cent are heading for that disastrous rock of failure every year, according to statistics.

The question then arises, "What must we teach our young men to make them successful meat merchants?"

First of all, he should have a good eighth grade education, if possible. Even then you will find, when you enroll him in your class at the age of about 18, that such things as the writing of a good letter, figuring percentage, spelling, cost of merchandising, simple arithmetic and simplified bookkeeping, are almost unknown to him.

No doubt you will class him among the stupid, or ask the question, "What is the matter with our school system?"

Neither are in most cases at fault. The child mind is ready to grasp things quickly for the time being. It is equally as quickly forgotten, yet the foundation is there, if it can be revived.

That is where the benefit of a later-day schooling comes in. No teacher, however competent, can tell what will be for the best in later years, nor does the child's mind know what occupation it's going to drift into in years to come.

Naturally a bright youngster is not going to work the long hours for a retail meat man if he is capable of doing something else besides dressing and drawing poultry. He would prefer his own idea about a dressed chicken. He is too grown-up to loaf. School does not appeal to him.

But if you will tell him of a butchers' school, where he can learn a good business that will enable him to become a master himself in the course of a few years it will make him look to a brighter future.

How many of us, when we look back to our boyhood days, see what a difficult and uncertain task it was to choose our vocation. We, then, are stepping in for an act that is the premier of all good deeds—helping a human being to fill his place in the business world.

What the Boys Need.

That is exactly what our vocational school is doing. We only regret that there are not more boys to avail themselves of such an opportunity. Our classes should be much larger, considering the chance they offer to our young men.

Experience up to now has taught us that the practical knowledge of salesmanship, good English, bookkeeping, spelling, arithmetic—especially figuring cost and percentage—are the most necessary. Then the demonstration of quality, yield in percentage of cuts, window trimming, and how to be a good salesman that can sell his goods to the satisfaction of his buyer, with a clear profit to his employer.

If he knows how to apply these, he will readily learn to do the cutting and dividing in a market.

We know that a reasonably educated boy can be taught quicker and much easier than the one that prematurely left school and devoted himself to play and loafing away his time. The master butcher must give a willing and helping hand to this educational system. It is he who must take this boy in hand and put the finishing touches to his education as a business man.

If we only had the hard task-masters of the early days, who still bore the traces of the teachings of the trade!

Butchers Then and Now.

Guilds of old had such names as the Worshipful Master Butchers of London; the Berliner Meister Metzger, who for hundreds of years had the privilege of first meeting and greeting the newly-wedded crown princess to the capital city of Berlin. They were mounted on horseback,

and if the old pictures tell the truth, a formidable body of men they were.

Oh, what a comedown! Far be it for me to describe the meat man of the last generation. We had and have today men who have in them many of the noble traits of years gone by, just as competent and efficient as these old masters dared to be. But alas, the masses have sadly deteriorated and disintegrated, so that their word is not what it always should be. Their work and ability are a sad reflection upon the competency and knowledge of the past.

Let us make it our duty to lend our help and assistance in building up a new era in the master butchers' trade, where we will have men that understand their business, men of character whom it will be an honor to class amongst your intimate friends and associates.

You may not have a trade school in your community, but you all have public night schools where most of these things are taught. Send your own boys and those that work for you in the afternoon or in the evening one day a week or more if possible, and help us to elevate our business to where it should be.

Be a teacher yourself. Be master of your own business. Do like some of these modern Milwaukee princes of the meat business are doing. About twenty of them are taking a night course, and I wish they were here to tell you what they have told me. Here is just a sample of what one said: "It took me ten years to learn in the market what I have learned here in one evening!"

I appeal to all you meat men to lend your assistance in making the retail marketman truly worthy of his duty in the community—that is, to further the health of the community and to feed the hungry—the noblest mission of them all.

The Value of Co-operation.

Organization, co-operation, working together through an organization of master butchers, is the only thing that can give us these things.

Alone we are without power. Banded together we can do many necessary things to help each other, and help each other we must, for the time is past when we look upon one another with suspicion and ill will. We all have an equal right in this good old world, and no one should dispute it. Some must fare better than others; nature wills it; so let us, instead of cultivating envy, cultivate knowledge; try and be a little better than the average.

We never are too old to learn and observe. Instead of painting and plastering our front windows with signs of how cheap we can sell, let us see how good an article we can furnish to our customers at a reasonable and living profit. At the last meeting of the Wisconsin Retail Marketmen's Association our friend and brother, Chas. Hess, made an eloquent plea to 20 new candidates along these lines, and his success in business proves that his system is right.

Organize and stick. After all, you and I can only benefit. That is what organization is for.

Maguire's Practical Hints.

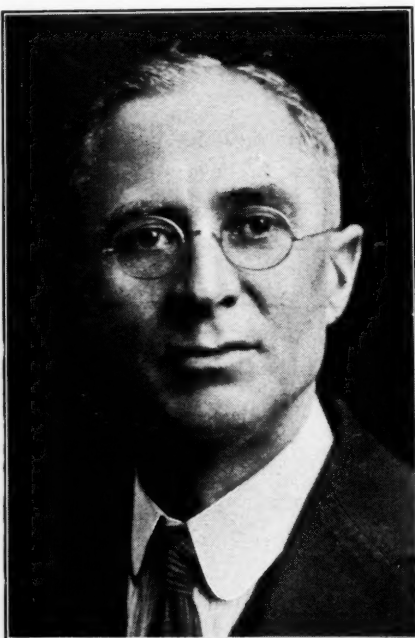
Following the address of Mr. Seng there was a discussion in which Bruce Maguire of Fort Scott gave the meeting some of the most practical suggestions of the entire convention. Mr. Maguire is a believer in looking out for the little things, and he told his fellow butchers something of how he did it, and how profitable it was. He is also a friend of the employe and a believer in encouragement as a paying investment when applied to those in the organization.

There were also remarks by J. Joseph Long of Lexington, Mo., Lou Hinrichs of Arkansas, Louis Kinkle of Colorado, C. G.

Fey and G. E. Price of Oklahoma, Roy Reed of Parsons, Kans., and Charles F. Dodds of Salina, Kans. H. T. Hovey of Kansas City also made a very interesting practical talk.

At noon the visitors were entertained at a Dutch lunch in the El Dorado grill by Manager Fred Dold and Superintendent Ernest Bloss of the Jacob Dold Packing Company, Wichita. The tables groaned with the good things provided and everybody took advantage of the Dold hospitality.

After luncheon the convention adjourned to the El Dorado theater where the new U. S. Government film, "Behind the Breakfast Plate," was shown for the first time in the West. It was presented by Paul I. Aldrich of Chicago, editor of THE NATIONAL PROVISIONER, who explained the object of Government co-operation in the marketing of meat products and the necessity for stimulating meat consumption.



FRED. GARLAND,

Wellington, Kas.

Secretary Kansas Retail Butchers' Association.

Afternoon Session.

At the afternoon session the first speaker was John T. Russell of Chicago, president of the National Association of Meat Councils and one of the most experienced retailers in the country. Mr. Russell said in part:

BETTER MEAT MERCHANDISING.

By John T. Russell, Chicago, Ill.

I intend to start out today on my theme of merchandising with this in view: The man who raises the livestock doesn't always know exactly how he should finish that livestock for market. We have seen a great deal in our trade papers about the falling off of the per capita consumption of meat. That is true in some localities, and I believe it is true all over the United States. It is a calamity really, and education along the line of eating more meat has been the campaign for the last year or so, and from now on you may expect campaigns of that character to be more frequent.

In order to satisfy the consumer and cause him to eat more meat it is necessary for us to put up the cattle, hogs and lamb with the proper flavor. Nobody will eat

an article that doesn't satisfy his taste, at least not more than once or twice, and it will take a long time to get him back to the point of trying it again.

We have had this year and we have had on a number of occasions what we call "warmed-up" cattle. That is a money-maker for some people. They buy these cattle that have been running on haystack and other feed and are shipped into Sioux City or Kansas or even Chicago, and bring them back to the country and give them 50 or 60 days of feed, or less, and put the weight on them and get the increase in weight, and if they happen to buy on a low market and hit a high one they make money.

"Warmed-Up Beef Won't Do."

But I want to say to you gentlemen, that those cattle as a rule don't give satisfaction. They look good and they are fat to a certain extent, but don't think for a minute that you are fooling the real butcher who knows his business.

The minute they are ribbed down the whole story is told. The quality isn't there. The flavor of the meat isn't there. Some of them are remarkably good. The retailer buys a bullock of 500 pounds dressed. Possibly out of it he sells to 125 people who come in there. That ill-tasting bullock is apt to put that man out of business, or set him to making a great many explanations he should not have to make.

We have another animal that the raiser of cattle doesn't know. He doesn't have a chance to know and we can't blame him. We have been trying for years to find out exactly what is the cause, and when we find out one cause another one crops out. That is what we call the "dark cutters." We stopped at the slaughter house the fast driving and immediate killing of cattle after being driven over the chutes. Calm them down.

Dark Cutting Beef.

We thought at one time that was the only cause for "dark cutting." You butchers know that sometimes when you cut the round off your loin shows up dark, and your rib shows up dark, and every part of the animal shows up a dark, cloudy color. It is not nice and red. It is a feverish piece of meat. It might eat tender, but the flavor isn't there. Sometimes it is only partially black. It doesn't run dark all the way through.

Whether the cause is in the feed lot, or the range, or in the water they may drink, or something like that, I bring up this question for you men to continue to investigate. We at the yards have investigated and traced it back as far as possible.

Sometimes it is impossible to tell how that bullock is going to cut until we quarter him—take off the rib and loin. Cattle of that kind are apt to come out of the best bunch of fed cattle you ever saw; sometimes one in a bunch of 15. I have seen 10 out of 15 cut dark. So we ask the aid of the men who are closely in touch with the feeders of this country in that investigation. It will help every retailer in the country and every packer, and encourage the eating of more meat. We must find out the causes of the different things that hamper our business.

Animals Must Be Fed Right.

The feeding of livestock, though I am not conversant with it, is an art, and should be studied in order to bring up to a certain standard our cattle and sheep and hogs and give the proper flavor to the meat. We know there is a certain pork fed on different foods which all the good curing in the world, and all the good smokehouses in the world, and all the good handling of the packers and of the butcher himself, cannot make that piece of pork taste like it ought to.

Why? Some people will say because

the breed of the animal isn't in it. I say it hasn't been fed properly. It has not had the proper feed. They should be careful not only in putting on the weight, but put it on with the proper food so that the flavor goes with it.

Must Increase Meat Consumption.

The consumers of your meats are the final judges of it, and their likes and dislikes have to be taken into consideration if you want to keep up the volume, and it is necessary to increase the volume of consumption of meat in this country. As you saw in the picture Mr. Aldrich showed us today, and in his preliminary talk, it seems that we have practically 7,000,000 extra hogs to dispose of this year, and we will have to find markets outside of this country to do it. If we can increase the consumption in this country it is going to help some.

If we are going to raise these surplus hogs and cattle, and the people in this country are not going to increase their per capita consumption, and if foreign ports do not take their allotments, what is going to be the result? A drop in the production and in the price of livestock. We don't want any great drop in the price of livestock.

We know that under the present conditions, and the expense of handling livestock, and the risk entailed all down the line, a reasonable price should be given for all this gambling chance, and it behooves every association in the United States and every man who has any connection with meat, to get out and help these "Eat More Meat" campaigns, so that these men can use all the products of their farms to an advantage, by feeding their stock and retaining the fertility of their soil.

The retail butcher isn't looking for cut-throat prices in livestock. He doesn't want to see cattle or hogs drop a dollar a hundred in 24 hours. We know that the fellow who has been crippled by any such bump as that is put out of business. He has to be a very strong character to come back again after getting a dig of that character.

In my opinion, and I have talked to a great many feeders throughout the country, you can't get away from Old King Corn when it comes to the finish. In my experience as a butcher and in the selling of meats, I have found that the corn finish has been the best. This putting on of weight and surplus fat and not producing the flavor that suits the consumer must end sooner or later, and I hope that you men in this western country will take that into consideration.

Serve and Satisfy the Trade.

Let us start from that point. Let's get our product finished properly, and go down the line through the packinghouses and have their work well done, and when it comes to the block of the retailer let him see that he handles it properly to the consumer.

It is a question with him of service and satisfying the trade. The days of "take it or leave it" are gone. I have been in the business when we were just that independent. No competition. We would have this meat and that meat for the consumer. If it didn't suit them they walked away from it. Take it or leave it.

Competition has become too great. It is now a question of salesmanship in disposing of meat over the counter, and you have to satisfy your trade. If you don't they go across the street or around the corner and get exactly what they want.

Heavy or Light Lambs?

There is another question, and that is in regard to the raising of heavy lambs. The word went out from the different stockyards a while back encouraging the sheep men of the country to raise a lamb whose live weight would run from 100 to 120 pounds. They said that was what

the retail butchers of the country wanted. That thing has been taken up and thrashed out, and we finally got to the bottom of it, and we found out that they were men who had had no experience whatever in disposing of heavy lambs to the consumer.

The ordinary lamb that sells over the block will dress out 25 to 35 pounds. Usually his live weight is from 60 to 80 pounds. That gives the proper kind of quarter, both fore and hind, and a proper loin and leg, that is easily disposed of without any argument to the consumer.

They are losing time with the fat lamb. When they raise him all they are doing is to accumulate a whole lot of bone and a great deal of fat. Mutton fat or lamb fat is hard to dispose of. It cannot be mixed with lard, and consequently it goes into the grease pot and winds up in the soap factory.

If you are paying a wholesale price of 22 to 26 cents a pound for lambs you can't waste much. If you are making 3 or 4-pound chops and you look at them after you have trimmed them up, and look at



JOHN T. RUSSELL,
Chicago, Ill.
Speaker at the Convention.

the waste on the block, you will find them about equal.

Some people kick when they are paying 75 cents a pound for French chops, but they are getting them very cheaply. Since they have gotten so high the retail butcher has cut them out and the price has dropped considerably, and it brought about quite a little dissension among the sheep raisers of the country.

My advice is that, until lambs get very cheap, dispose of them and get your money in the bank and buy another bunch as soon as possible. It makes it easier on us all.

The Meat Council Work.

The National Association of Meat Councils, of which I have the honor of being the national president, was brought forth for the purpose of getting together the packer, small and large, and the retailer and those interested in the disposition and conversion of meat products. We have in existence in the United States about 14 meat councils in active operation at the present time. It is not for the purpose of price-making, for that is something that we don't talk about.

For years and years the wholesalers and the retailers were passing the buck. We have come to the conclusion, as have all business men of the present age, that the best way to find out if there is any buck passed is to get together and thrash it out.

That is what the meat councils were organized for. We are arbitrating any differences there may be. We fry our beef to standardize the cuts on all animals that they may have a standard fixed. Pork loins the same, hams the same, and shoulders the same, and beef loins and ribs cut an exact length and trimmed as they should be, thereby fixing a standard so that we will know exactly what we are buying when we make a deal, from wholesaler to retailer.

In the different cities they have had campaigns for selling meats. A year or two ago we put on a sausage campaign in the city of Chicago. It had run down to nothing. By making an inferior article they got the people soured against it. The proposition came before the Meat Council and we told the sausage makers and packers to make a good article and we would put on a campaign.

Sausage and Other Campaigns.

It was put on and it was a grand success. At the preliminary meeting at the LaSalle Hotel we had 1,700 dealers in meat, and we launched it and it ran for two and a half months, and Chicago ate more sausage in those two months and a half than it had eaten for two and a half years before that. And it still keeps up.

After that we put on a campaign to balance up the bullock. The hind quarters were selling for 24 cents a pound off of the same animal that you could buy fore quarters for 5 cents. It was completely unbalanced. The idea struck us that we would start this thing all over the United States, a campaign on the slow-selling parts of beef. It went over.

We lined up people who never cut a chuck in their lives before and never bought anything but loins and ribs. We said "You are compelled to put in straight cattle, or buy a certain amount of chucks to operate your market. We must get this thing balanced up."

Think of it! A spread of 19 or 20 cents a pound from the hind to the fore quarter off of the same animal. An unreasonable thing. No wonder some of the Western people here thought somebody was getting robbed. They couldn't realize why the price of cattle had dropped. That was the reason.

It went over big, and it has been very well balanced ever since. We are coming to the hot months again and will have to run another such campaign.

We had cooking schools and teachers in the different parts of the country giving lectures to the women, showing how certain parts could be utilized as well as the fancy porterhouse steak, and if properly handled could be made into the most tasty dish.

The Value of Education.

It is education that the people want. That is what the councils are for—to educate the consumer to eat the different kinds of meat, and to show them through advertising that meat is a healthful article of food.

We have been blackguarded by patent medicine people who sent out advertising that compared so many ounces of something with so many pounds of meat. One man said that if you ate meat you would die of kidney disease if you didn't take some kind of sauce, and the different cereal people struck at meats in their advertisements. They said a pound of some cereal is equal to half a pound of meat, and so on. We have taken these men into the campaign and talked the matter over with them, and as business men they knew they were on the wrong track, and many of them have withdrawn that kind of advertising against the meat business.

I could talk for hours about what the meat councils have done, from New York to San Francisco. I was out last spring when we organized the Coast, and got the boys in shape out there. They needed it badly. They were up in arms against one

another in every particular line of the meat industry, but after getting them together at a few meetings those men shook hands and buried the hatchet, and there wasn't a meat establishment in Los Angeles or San Francisco that didn't get up some excitement about eating more meat. And the same thing throughout the United States. That is what the Meat Councils are doing for the good of the meat industry.

Producer, Packer and Retailer Unite.

Another enterprise we have taken an interest in is the National Livestock and Meat Board. This still reaches further. It takes in the stock grower and the feeder. We have had a number of meetings with these gentlemen and they are now in working shape. Something has happened that never happened before, and these men are wise enough business men to realize that it is not alone their business to raise these cattle and hogs and sheep, but it is their business to follow them along to their ultimate end, to the consumer, and to assist everybody along the line so that the consumption of meat foods will increase.

They have done considerable work along those lines so far, and beginning the 25th of June throughout the United States, in every state in the United States, will conduct a big campaign known as "Meat for Health Week." There will be posters gotten out, that the United States Government is sending out through the influence of this Meat Board. Colored meat posters that the butchers can display in their windows, or any place where meat is sold, and they will be distributed in every city in the United States, along with a lot of other propaganda that will be helpful to the people, and convince them that the eating of meat is the proper thing for health.

We should have in the United States today a per capita consumption of at least 180 pounds. Unless the foreign countries open up to a better condition, and foreign credits get better, we may have to increase that somewhat. This is one of the largest industries of this nation, and it must be sustained.

You can't go backward. The moment we go backward in the production of anything in this country it not only hurts the producer, but every man, woman and child in this nation. One leans upon the other. This thing of thinking you are independent and that you can get along without the other fellow is wrong. Pull out the stilts on one side and you pull out the stilts on the other, and you drop, and you drop hard. We need one another, and we need unselfish loyalty all through.

Now, these erratic fluctuations in prices are something the consumer doesn't understand. We men behind the counter talk to the women and the men and the children. They cannot understand. They don't want to understand. We have an argument on our hands, and the more we argue with those people the deeper we get our foot into it. We can convince a man in the business, or he convinces us, but if we get a jump on pork loins of 5 or 6 cents a pound in 24 hours, or if the cattle price drops and you are hung up with a lot of high-priced stuff and have to even out, you are up against it.

We want to stabilize. When a man bets his money, let him bet it on something that he has a reasonable idea he is going to get returns; not this fierce gambling speculative way of past years. Too much chance for everybody concerned.

The Man Behind the Counter.

In the experience I have had, and I have had a good many years with a good many men, I think nowadays we need behind the counter a real gentleman. He must know his customer and be able to read the customer from the minute he or she comes in to purchase. He has to satisfy that customer and satisfy the man he is working

for. As was said this morning by Mr. Dilts, I believe a smile should be on the man's face. No matter how hard his toes have been stepped upon probably a minute or two before, the grouch shouldn't be taken out on the next customer. He should be cleanly attired and receive everybody in a gentlemanly manner, and send them away satisfied so they will come back.

Testing Scales.

Another thing I have noticed in different parts of the United States, and that is that the scales we use are very costly. They are a great piece of mechanism. Do you know that there is hardly a butcher who looks at those scales except when he lays a piece of meat upon them?

I have made it a rule with my manager and myself for years to test those scales every morning. Run a pound weight over them, or a 5-pound weight. I keep them for that purpose, and I can find the variation that may exist. The different temperatures you may have in the market will tighten or loosen the springs.

If you are losing an ounce a customer on 500 customers, do you see what it means to you? It takes only 5 minutes to balance up half a dozen scales and to see that everybody is getting a square deal. You may be giving short weight and have your name advertised in the papers as being a short weight man, and you may be entirely innocent. I know that there are men running markets—we have them in Chicago—who are called short weight men. We take their license away from them after the second trial. Test your scales and have them correct.

Right Kind of Ice Box.

Refrigeration is another great thing, and one that is sadly neglected in this country. A great many are using ice. That is good as far as it goes. We are getting into mechanical refrigeration.

Do you know that every man in this country cannot build an ice box? I have been surprised at some that I have seen. No circulation of air, no proper room for the hooking up of your meats in the proper manner. Simply built to be sold. It doesn't cost any more to build one so that you will have proper circulation and get the benefit of all your ice, and so your cold air will have its natural course downward and your heat going up and revolving.

Have your racks put in so your meat can be chilled and cooled. The hooks in some boxes are so arranged that you have one piece of meat seeping blood on another piece of meat, which blackens it.

If you are putting in a box, measure the area of your box and see how much piping you should have. I have seen boxes piped with about half the amount they should have to cool the box. What is the result? Probably it would cost you \$200 to \$500 more to have it done properly. A man may lose from \$2,000 to \$5,000 in a season, and the first thing he knows he is broke.

A sour piece of meat is a trade loser. A little more money spent on refrigeration will curtail this loss. So see that your boxes are properly built. Don't have any places where you can throw a cat through them, as we say.

Location of Markets.

We all guess at market locations. Sometimes we guess at the right location and sometimes we don't. Location is a matter of judgment with everybody, and there is a certain time to test a location, I say, and a certain time to quit a location. Don't stay too long if it isn't coming right.

There is a big difference in the trade in different localities. They put their meat up in a different manner and use different parts of the product. You must know how to get the particular stuff to suit the trade. You may have a mixed trade of the best and the worst. One man

will use all one kind and another man another kind.

There is Mr. Witt's market at Minneapolis. He has 3 grades of meat, and each one has its place, numbers 1, 2 and 3. No. 1 is the blue ribbon. You can get steak in Charlie Witt's place at 50 cents a pound, and you can get steak at Charlie Witt's market at 12½ cents. It is a question of how it will operate in different cities.

Proper Cutting of Meat.

Now, about cutting meat: Every market cannot cut it exactly alike. It is impossible. The trade comes in differently. There is one thing you should study in the cutting of meat. If you have been operating your market for any length of time you should get next to that.

Cut your meat to advantage. One man will cut it to a disadvantage, and what is left? A lot of tail ends. You have to hang it on somebody and get a dissatisfied customer or throw it in the waste box.

Make frequent tests. There is no harm in making a test on a round of beef at least once a week. Some of these fellows have the idea that a round cuts out 95 per cent, when it is really only 50. Figure out the waste and the different percentages.

Educate your men. They may go away and use that education at some other place. So much the better. You have had the benefit of it while he was with you. Don't be selfish.

Put in a system. Study out the best you can get. I can't tell you any system to use. I have several markets of my own, and some of them differ. When you get your system, then make every person you employ live up to the letter of the system. Don't have a system-breaker around you 10 minutes. One of them will disrupt your whole organization, and do it quickly.

Types of Markets.

There are two types of markets—credit-and-delivery and cash-and-carry. We will not enter into a discussion of them at all, because both have good features. The cash and carry market has great features of course, but the trade comes to you. The credit and delivery has its features. It takes more people to do it, but you hold your trade more steadily.

I have operated both kinds, but for the last 20 years I have had the cash and carry market, and some of the neighbors in my vicinity don't interfere with my trade when they operate the credit and delivery system. They are doing well. I wanted to get away from the expense. At one time I had for one market 6 delivery wagons. I found out that every one of them was costing me money. It was impossible to check these boys in and check them out.

The return of goods was another thing. It got so they thought they were buying hats and silk. That is against the law now. You can't return any more meat. I think we will make a success of that in Chicago, and I think we are going to have the health department with us. The idea of people sending back 2 or 3 chops! That is nonsense. The sooner you lose that trade the better for you.

My concluding words will be on organization. To be a member of the United Master Butchers' Association is an honor and a duty. There is not a thing that has to do with your welfare and progress that is not included in the association's work. What greater privilege could come to a retail meat dealer than association with a body made up of the nation's very best men in our line of business? It is the means of co-ordinating the efforts of men who do things.

Value of Butchers' Associations.

I have no apologies to make for the Master Butchers' Association of America. I have been with them in every city in (Continued on page 48.)

Real, Plain Truth!

You may not believe it, but a little book might save you a lot of money in your tankhouse.

We are just wondering if you know how much grease you are giving away with every ton of your tankage.

DO YOU KNOW?

How Much Grease Should There Be in the Tankage in a Well Conducted-Plant?

We know that the majority of packers give away from 50 to 200 pounds of grease with every ton of tankage. Are packers really so goodhearted—or don't they know?

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Manufacture of Beef Extract
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Hog Killing Operations
Hog Cooling
Shipper Pigs
Pork Cuts
Curing Pork Cuts
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Ham Boning and Cooking
Lard Manufacture
Hog Casings
Edible Hog Offal or Miscellaneous Meats
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Sheep Killing
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Tankage Preparation
Digger Tankage
Tallow and Grease Refining
Manufacture of Glue
Bones, Horns and Hoofs
Handling Hog Hair
Catch Basins
Cost and Return on By-Products

Chapter Five:—MISCELLANEOUS

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Animal Glands and Their Uses
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PACKER FREIGHT RATE FIGHT.

(Continued from page 19.)

Minnesota, on the Missouri River, as well as packers at points farther West, insisted that the same rates should apply on their products East of the Mississippi River as apply on Iowa shipments. It is very likely that Chicago, St. Louis, Milwaukee and other Middle West packers will demand the same relative rates on their shipments.

In fact, it is understood that Chicago packers have already filed similar petitions, one concern claiming reparation to the extent of one million dollars, and another half a million. It is said that several other Chicago concerns have similar petitions in preparation.

A substantial part of the buying power on Western markets is the result of orders placed by Eastern killers. Obviously, it is essential that this element be held unimpaired. Any adjustment that excludes Eastern orders from Western markets and confines their purchases to nearby Eastern markets will probably have a bearish effect on Western prices.

Those Involved in Contest.

This will compel the Livestock and Traders' Exchanges to intervene, and they will doubtless bring with them the farm and livestock organizations. Altogether, this promises to be a long-drawn-out fight, with a great deal at stake.

THE NATIONAL PROVISIONER expresses no opinion as to the merits of the discussions. It merely expresses the hope that all sides will be ably represented, and that all facts will be fully and fairly presented to the Interstate Commerce Commission. Moreover, it is to be hoped that out of the maze of conflicting evidence a relative basis is agreed upon which will let each group continue to operate in the competitive fields.

Although the Commission has repeatedly announced that only transportation conditions will be considered in reaching a decision as to rates in themselves, it is apparent that commercial conditions must

be reckoned with in the determination of this case. Moreover, this marks no new departure in rate-making, since the carriers have established competitive rates in this way from the very beginning.

More will come out about this important case as time passes. Every packer is directly interested in its outcome, and many will actively participate in the hearings.

[EDITOR'S NOTE.—An outline of the history of livestock and packinghouse freight rates, from their beginning to the present day, is given in Part II of "The Packers' Encyclopedia," including charts which show graphically the trend of these rates from year to year as changes took place.]

PRODUCERS ASK RAIL RATE CUT.

An appeal for lower freight rates on farm products was addressed to the Interstate commerce commission recently by a delegation representing a number of national farm organizations. Declaring that unless rates are adjusted to permit the farmer a small margin of profit to himself the entire economic structure of America will be in jeopardy, the delegation urged immediate general reduction of all rates on farm products.

PACKERS IN COMMERCE CHAMBER.

Thomas E. Wilson was re-elected a vice-president of the United States Chamber of Commerce at its recent convention in New York City.

T. Henry Foster, president of John Morrell & Co., was elected a director of the same body.

Vice-president C. B. Heinemann represented the Institute of American Meat Packers at the convention.

WORLD CATTLE POPULATION GROWS

The total number of cattle in the principal countries of the world, according to the most recent estimates available, is 543,000,000 or an increase of 23,000,000 above the pre-war estimate of 520,000,000. The countries largely responsible for this increase are United States, Canada, Argentina, Brazil, Australia, Union of South Africa and India. Some of the countries showing decreases are Bulgaria, Mexico, Sweden and Belgium.

TRADE GLEANINGS.

Wells, Stillwell & Spears will erect a 4-press cottonseed oil mill at El Paso, Tex.

The slaughter house of the Crescent Meat Co., Fresno, Cal., was recently destroyed by fire.

The Rath Packing Co., Waterloo, Ia., will build a new cold storage plant to cost approximately \$150,000.

J. T. Hay Co., has been incorporated at Seattle, Wash., with a capital of \$10,000 by J. T. Hay and A. P. Myers.

J. K. Johnson has purchased five acres three miles from Marysville, Cal., and will erect a slaughter house.

Baumgarten Bros., slaughterers, have been incorporated at San Francisco, Cal., with a capital stock of \$600,000.

The Adam Brown Packing Co. has been incorporated at Spokane, Wash., with a capital stock of \$50,000 by Adam Brown and Mike Guidotti.

The Ward Land and Livestock Co., has been incorporated at Stanfield, Ore., with a capital stock of \$15,000 by Chas. J. Ward, Frank J. Ward and Sophrona Ward.

Pacific Prepared Meat Products Co., has been incorporated at Seattle, Wash., with a capital stock of \$15,000 by K. A. Hedlund and Ella Hedlund.

The Buehner Packing Co. has been incorporated at St. Louis, Mo., with a capital of \$50,000 by Christian M. Buehner, A. A. Schierman and F. J. Costello.

The Parrott Packing Co., has been incorporated at Ft. Wayne, Ind., with a capital of \$100,000 by Frank Parrott, Joseph W. Parrott, Edward F. Parrott, Charles H. Parrott and Walter H. Hood.

It is reported that stockmen of Butte, Placer, Nevada, Sutter and Yuba counties will be asked to subscribe for stock in a corporation to be capitalized for \$50,000 for the purpose of creating a wholesale meat distribution plant in northern California.

In a statement to stockholders, Bartlett Arkell, president of the Beech-Nut Packing Co., makes the following report: "The Beech-Nut Packing Company's sales for the first quarter of 1923 as compared with the first quarter of 1922 show an increase of 31 per cent. The net earnings (before taxes) for the quarter ending March 31, 1923, were \$595,737.10. This compares with \$392,291.44 (before taxes) for the quarter ending March 31, 1922."

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Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

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Kansas Retailers Show How

That retailers are able to accomplish
great results in organization and are mak-
ing constructive efforts to put their bus-
iness on a more efficient plan, is shown
abundantly in the recent convention of
the Kansas Retail Butchers' Association
held at Eldorado, Kansas.

Three things indicated the important
results that are ahead. First, there was a
very large attendance from retailers all
over the State and also from other Central
and Southwestern states. The States in-
cluded Kansas, Oklahoma, Arkansas,
Colorado, Missouri, Wisconsin and Illinois.
The second indication was the fact that
the association doubled its membership
during the past year. The third was the
array of practical matters taken up at the
convention.

Among these indications of greater
attention to the things that build up a bus-
iness, was the study given the new retailer
cost accounting system that is being
worked out by the U. S. Department of
Agriculture in co-operation with the Bu-
reau of Business Research of Northwestern
University. This merits more widespread
use and it is going to get it. It will make
business men out of the easy going re-
tailers throughout the country and aid in
putting the meat business where it be-
longs.

Helping Local Meat Men

Local meat men throughout the United
States, especially in those centers where
there are already local meat councils, are
finding great value for their campaigns
in the interests of meat and meat con-
sumption in the aid given by the experts
of the National Association of Meat Coun-
cils. At the present time, for example,
several experts are making an extended
tour with the special object of aiding
local efforts in the interest of meat.

A well thought plan has been followed
which is worth noting. This is seen in
the standard program which has been
adopted by the National Association and
which is a very efficient method of bring-
ing to the attention of all at the next
meetings at various points in the tour, the
problems to be faced, and also the ways to
solve them. It is a practical method
which has much to commend it.

The standard program includes lectures
on the nutritive value of meat from the
scientific point of view. Up to the present
there has been comparatively little of
this information brought together in a
practical and interesting way. Dr. Moul-
ton, director of the bureau of nutrition of
the Institute of American Meat Packers,

is in charge of this phase of the work and
has done much good.

Of equal importance in imparting in-
formation that will be excellent for pack-
ers, and wholesalers and retailers in bring-
ing to the attention of the community the
value of meat and how to use it, is the
work being done by Miss Gudrun Carlson,
director of the bureau of home economics.
Miss Carlson is an expert on meat in the
diet and the best ways of preparing and
serving it. Her part in the standard pro-
gram consists in giving meat cutting
demonstrations and a discussion of the
problems of the housewife and consumer
in preparing and serving meat. In this
way the seller of meat is put in a position
where he can give a new and much needed
service to his customers.

Tirades and Retribution

This is a time of retributions brought
about by tirades against packers, rail-
roads and other kinds of progressive bus-
iness by ignorant government attempts
at legislation against packers and allied
interests. Over-expansion has also brought
trouble according to one of the leading
livestock authorities in the country.

His statement is so striking that a few
sentences will be of great interest to
packers. The situation regarding both the
packer and the producer is summed up
in these words:

A nemesis arrived on the scene and
so far as our packers are concerned has
waved his sword and called a halt. It is
unfortunate, but timely. There has been
too much expansion, too many wild adven-
tures into regions not well explored or
known to the guiding spirits of the pack-
ing business. A wild rush into everything
and anything that looked like making
money.

The result of this orgy was that the larger
packers and producers were badly shaken
and the smaller concerns had to withstand
with difficulty the "tornado of deflation"
together with the depletion of security by
winter storms and summer droughts. The
producer had his profits swept away in
the winter of 1919-20. The sheepman has
recovered, but the land owner and the
cattleman are still flat on their back.

The lesson at present is that we are in
a period where there is still a following
after false gods. It is expected that every-
thing will be made quite all right through
such legislation as recent doubtful financ-
ing. But it is not seen what is the funda-
mental matter, viz.; that is impossible to
win success for business by putting
shackles on free trading, on enterprise
and thrift, on constructive expansion and
growth. And the trouble is that the pub-
lic has to carry the burden.

PRACTICAL POINTS FOR THE TRADE

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The Boiled Ham Season

As the boiled ham season approaches are you prepared to handle all the trade that is offered, and give them a good product?

Do you ever have complaints of discoloration in the center of your boiled hams? Would you like a remedy for this?

Do you always have enough properly-cured hams on hand for boiling?

Perhaps you would like to sell your stock of S. P. hams at cured age, and still keep a supply of hams for boiling? Do you know how to do it?

(Write for information to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Illinois.)

Fancy Dry Cured Bacon

A packer in the Northwest, who wants to prepare and market a high-grade sliced bacon, writes as follows:

Editor The National Provisioner:

We are receiving numerous inquiries from our salesmen for sliced bacon packed in cartons, and before going into this business would like a suitable cure for this particular product. If you can give us any information regarding this fancy cure it would be greatly appreciated.

At the same time a small packer in Pennsylvania writes along the same lines. He says:

Editor The National Provisioner:

We would be interested to find a formula for a dry cure for a high-grade bacon; something that would bring out bacon with a good color and flavor and still be economical. We are slaughtering an average 200-pound hog.

Information in reply to both these inquiries is given as follows:

Dry Cure for Fancy Bacon.

Only bellies of the very best quality in every respect are to be used for fancy brand bacon and careful inspection should be given each belly to insure its being first quality.

Fancy brand bellies should be evenly streaked with lean and absolutely free from seed. Skin surface is to be unmarked and free from blemishes except when bellies are being cured for slicing or canning.

Boxes, with a capacity of 600 to 650 lbs. of green meat each, either lined with galvanized iron or water-tight galvanized

iron boxes, are to be used for curing fancy brand bellies.

In order to get a uniformly cured product, when using the dry cure the curing mixture must be evenly applied to all meat surfaces, and tightly packed to prevent air spaces in the curing container.

The packing is very important. Instruct one man on packing all boxes and have him do all the packing. His work should be checked quite often to see that he is packing properly.

Formula.—Following is a formula for dry-cured fancy bellies per 100 lbs. green meat:

Fine granulated salt, 3 lbs.

Granulated sugar, 1½ lbs.

Saltpetre, 5 oz.

If refined nitrate of soda is used instead of saltpetre, use 4 oz.

Find out what amount of green meat the curing box will accommodate. Then weigh off curing material separately for each box, mixing it thoroughly.

Packing.—In order that boxes will not have to be moved they must be packed in the same place where curing is carried on. There will then be no moving and resultant loss of pickle.

Curing boxes should be lined with packers' waxed paper. Bottoms of curing boxes should be sprinkled with a little of the curing mixture before the first layer is packed.

All surfaces of each belly should be carefully rubbed with the curing mixture and packed tightly into the box, face up. A good packer will have just enough left to cover the top layer after distributing it equally throughout the box.

If large spaces are left in packing, due to bellies of uneven length, these may be filled with briskets. There is always a good market for fancy dry-cured briskets.

Cured Age.—Do not smoke fancy dry-cured bellies under 25 days of age.

Fancy dry-cured bellies cured at 36° to 38° temperature should not be carried longer than a total of 40 days of age at this temperature. When cured in 26° to 28° temperature, they are not to be carried longer than a total of 55 days of age in this temperature.

Fancy brand bellies which have been cured and which will not be shipped or smoked when they reach these age limits must be transferred in 25 to 30 days of

age into storage of 14° F. or lower. They should be moved in the original curing boxes without being unpacked. When moving, be careful so that no pickle will be spilled. However, if some pickle is lost when boxes are being moved, it may be replaced with pickle taken from boxes from which freshly cured bellies have been pulled for shipping or smoking.

Cured fancy brand bellies may be held in a storage temperature of 14° F. for a period of six months. However, at the expiration of this time they must be removed and either shipped or smoked.

Smoking.—If fancy bellies are smoked at cured age, soak about 25 minutes in warm water, temperature 70° F. Then hang on smoke house trees and allow to remain in natural temperatures for a few hours to dry off.

The product must be hung so that one piece does not touch another. Allow sufficient space between every piece of meat for free air circulation, so that product will smoke uniformly.

To obtain best results, slowly heat the smoke house with a wood fire to a temperature of 120°, and hold at this temperature for first 4 or 5 hours, with ventilators open to allow the moisture to escape from the meats.

From this point on, use hardwood sawdust only, and temperature reduced to 110°. Hold at this temperature during the remainder of the smoking period. When the hardwood sawdust is placed upon the fires, temperatures should be regulated so that you have a cloudy house or a dense cool smoke for the remainder of the time in the smoke house.

Total time for the smoking process should be from 16 to 18 hours. Be sure to close ventilators when sawdust is put on.

It is very important that thermometers be hung on each floor of the smoke house, and that the temperatures be checked occasionally.

Shrinkages.—When the product is smoked it must be pulled from the smoke house immediately, as it is a very poor practice to kill the fires and allow the product to remain in the smoke house. This means excessive shrinkage.

When the product is removed from the smoke house do not hang the fresh smoked meats where there is too much draft, as this also will cause excessive shrinkage.

Profits from Casings

result from the efficient and economic operation in production and sales.

My Sales and Service

combination fulfill these needs. Write for details.

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Broker of Casings Exclusively
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MAKE THIS TEST FREE

You can buy sausage flour according to the results that it will produce—just as with tires or trucks.

Perhaps you just buy "flour" at present without knowing what it is? It may pay to investigate this question further. An impartial report will be furnished on your flour. Send us a one-half pound sample; we will test it and give you the results.

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Cereal
Flour**

Dummy Sausage Samples

An inquiry comes in occasionally for dummy samples for meat displays. Here is one from a small packer who operates a number of markets of his own in an Eastern city:

Editor The National Provisioner:

We are operating six large markets in connection with our packing plant where we feature sausage, and we find that there is considerable loss incurred in our window displays of product. Would like to hit upon a plan for sausage samples similar to the dummy hams and bacon which are sometimes used.

Can you offer any suggestion to overcome this loss now being sustained by us?

The use of dummy imitations of any product is not recommended where it can be avoided. That is, counter and window refrigeration is much preferred, wherever possible, as a tempting display of the actual products is always more attractive to the customer and draws more trade. Even the familiar dummy hams and bacon are not so often seen as formerly.

However, in climates where actual product displays are not economical, or where window and counter refrigeration is not available, dummy displays may be used, but they should be as artistic as possible.

The following method may be used for making dummy sausage samples from beef bungs, beef bladders, beef weasands, hog bungs; in fact, any large container.

Fill the casing with sawdust and place a small stone about 4 inches from each end, each stone to weight about 4 ounces. Tie the end, wrap and handle in same manner as you would the edible product.

For a coloring solution per 100 gals. use the following solution first for outside color: 6 lbs. 10 oz. Zulu red, 3 lbs. 6 oz. Massaki E, 40 gals. boiling water.

When this coloring matter is thoroughly dissolved in the 40 gals. of boiling water, then use 4 lbs. of the solution with every 100 gals. of water.

Submerge the casings in the coloring water at a temperature of about 175 deg. F. for about 5 minutes. Then remove from kettle and allow to hang in natural temperatures until thoroughly dried.

Figuring Sausage Costs

Extra copies of the "STUDY OF SAUSAGE COSTS" which appeared in the August 19th issue of THE NATIONAL PROVISIONER may be obtained upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

If you did not read this analysis of the proper method of keeping track of your sausage costs, you should get a copy of this report at once and study it. Single copies may be had free of charge, as long as they last.

This applies to the skin container. It is not necessary to dip the sawdust bags in coloring water. Simply dip these in hot paraffin wax at a temperature of 175 deg.

After the color dries thoroughly on the dummy casings make up the following formula of varnish: 50 lbs. gum shellac, 16 lbs. ammonia, 48 gals. water, 2 gals. alkaline alcohol.

When this is thoroughly dissolved, dip the dummies in this solution, which will give them a very glossy appearance.

These samples may be hung in the windows and around the interior of the market, and the edible product may be kept in refrigerator ice cases or ice box.

This plan will overcome this inquirer's difficulty from edible sausage becoming slimy and necessary to rework, due to heat and exposure.

It is important to remember that this coloring matter and varnish cannot and should not be used for edible product, as it will not meet with the approval of the meat inspection authorities or conform to the pure food laws. It is to be handled entirely separate from the edible operations, and is to be used only for the purpose stated. It is always better to get

along without such dummy samples, if possible. The up-to-date merchandizer does so, if he can.

Holes in Cellar Floors

A small packer in Illinois has been having trouble with holes in his cellar floors which he has not been able to repair satisfactorily. He says:

Editor The National Provisioner:

We have several holes in our cellar. Have tried various methods to plug these, but to no avail. Cement will not set. Do you know of some substance to harden the cement, or else some composition that will bind with the cement?

Replying to this inquiry, one of our best packinghouse architects says that he does not know of any material which he would recommend for this purpose. In his opinion the best solution is to pave the entire floor with vitrified paving brick 1½ inches thick. This would cost something, but the inquirer would have a permanent floor which would give the best results and no more annoyances of this kind. There are other types of good flooring, also, which are guaranteed to give satisfaction when properly laid.

An old-time packinghouse superintendent makes this suggestion on hardening the cement:

"In order to make the cement adhere to the cement floor, the best way is to use a lighted torch and apply the fire all around the edges of the holes in floor. As the water and moisture will lay under the cement floor, it is necessary to apply the torch until the edges and the space well under the floor are hot and dry. Then place a little dry cement around the edges of the hole in the floor and fill in with mixed cement.

"There is what is called a water-proof steel cement, used extensively, and it is suggested that the packer use this, particularly on repair work of this nature."

What is the best method of handling hides, and why? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Accurate



On Ham Boilers
Sausage Kettles
Hog Scalders

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For Mounting
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Near Tank
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Use Calo Dials
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April-May By-Product Prices Continue Downward Path

Packer hides, stearine, grease and tallow prices have gone down still further this month from April 15 to May 15, 1923. But oleo oil prices have gone up.

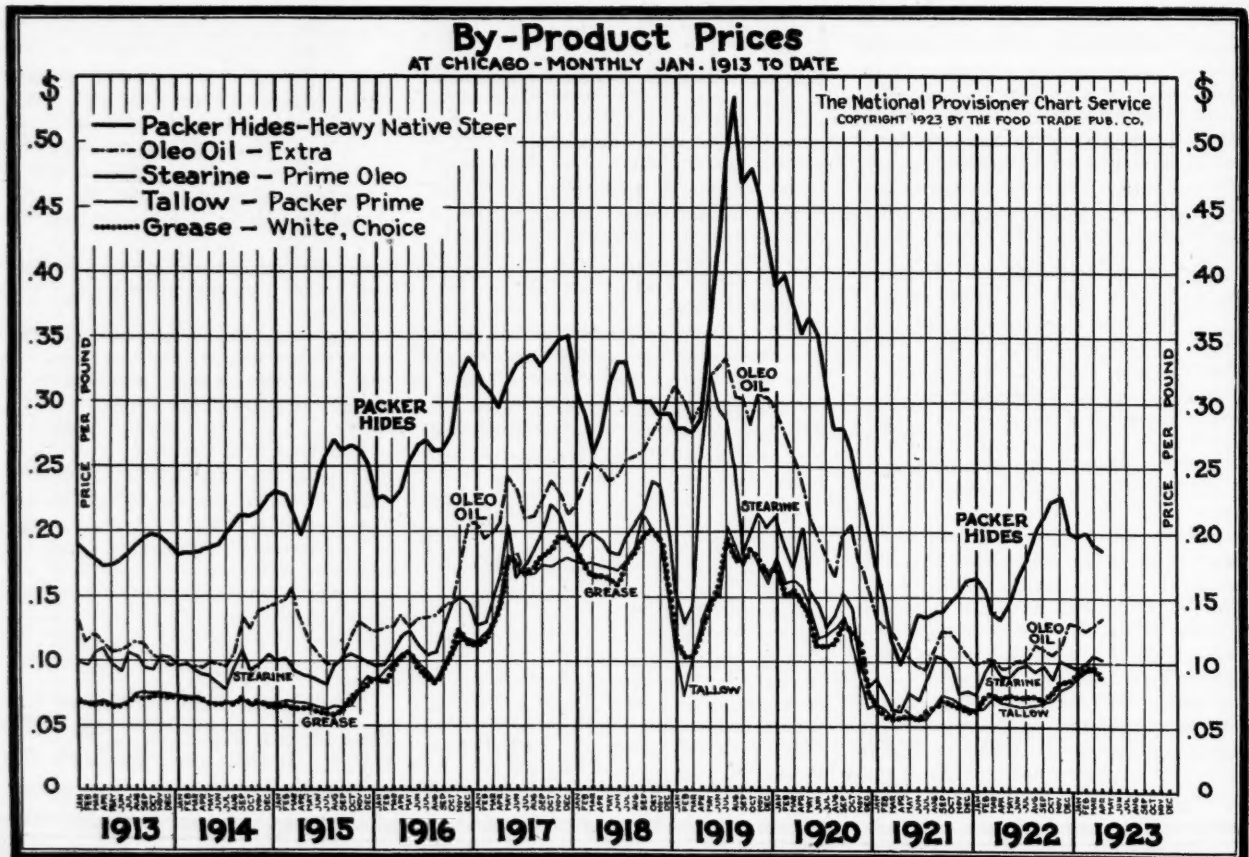
Hide prices have shrunk a little more due to the generally poor leather business. During the first quarter of 1923 the tanners found they were making no money. However, while hides are seasonally low, they ought to advance a bit soon. Stocks are being cleaned up and the quality of hides will be better from now on.

The stearine price decline has been caused by the dull compound business. With cottonseed oil at lower prices, that has been bought in preference. Again there has been a very large production of hogs with the usual result.

Oleo oil has advanced a little but not much. The butterine manufacturers have been buying neutral lard at 13¼ cents and did not buy oleo oil.

Regarding tallow, soapmakers, lubricating oil, stearic acid and red oil manufacturers are loaded up. There are some imported oils in the East and there are anxious sellers. All this has had a bearish influence. Tallows and greases were too high and there is still room for a shrink.

As for grease it is down due to lard oil business which was very poor for the past six or seven weeks. It seems as if things were pretty near the bottom and several authorities are expecting an upturn.



This is another in a new series of charts in THE NATIONAL PROVISIONER Chart Service, covering a period of 11 years.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Agricultural Economics is as follows:

The week's trading opened with a slow demand for all fresh meats. While there was some subsequent recuperation in demand the week's volume will fall short of last week. However, with receipts considerably lighter than a week earlier, especially of lamb and mutton, prices with the exception of pork were forced to higher levels. A few rainy days had a bearish influence on demand for pork and with sellers anxious to keep stock moving the trading basis became very uneven and generally lower.

Moderate supplies of steer beef consisted largely of medium and good grades selling from \$14 to \$15, with a limited number of choice bullocks bringing over \$16. With the exception of the top of choice prices show a general advance of 50c over a week ago. Heavy steers were more plentiful than for several weeks, but were

not wanted by the butcher trade. Cow supplies were light and assortments narrow, the bulk consisting of medium grades of strong weight. All grades showed advance of 50c for the week. Demand for forequarter cuts continued to improve, while hindquarter cuts were a little draggy. However, with supplies very moderate after midweek there was no week-end surplus. The fairly good demand absorbed moderate offerings of bologna bulls and steady prices and a firmer feeling developed in the week-end trade. Kosher beef prices showed an advance of \$1 over a week ago, with a fairly good demand for the moderate offerings.

Demand for veal proved sufficient to advance prices generally \$1 for the week. Assortments were good, with country dressed calves forming a good percentage of the moderate supplies.

While demand for lamb was barely normal, light supplies were responsible for a sharp upturn in prices, which show a general advance of \$4 on all grades for the week. Spring lamb offerings were light and average weight comparatively strong.

The light supplies of mutton moved well at prices \$1 to \$2 in advance of a week ago. Medium and good grades predominated with a limited number of the common grade.

Late arriving cars last week swelled the week-end carryover beyond expectation. With a narrow demand at the week's opening, prices soon became uneven, with sellers anxious to clean up the holdovers. A couple rainy days had a bearish influence on the demand and prices fluctuated sharply until holdings were materially diminished. A slightly better feeling exists toward the week-end with weather more favorable and market about steady at the week's decline.

Compared with last Friday, steers and cows strong to 50c higher, bologna bulls unchanged, veal \$1 higher, lamb \$4 higher, mutton \$1 to \$2 higher. Pork loins 50c to \$2 lower, shoulders 50c lower, picnic and Boston butts unchanged, spare-ribs \$1 lower. Beef, veal, lamb and mutton will be well cleaned up, while the carryover of pork will be light.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets More Active—Prices Rally—Demand Better—Shorts Good Buyers—Hogs Firmer.

The market developed a decidedly better tone during the past week in futures leading a moderate recovery in hogs. From the low point lard advanced over $\frac{1}{2}$ c a pound, and there was a good rally in meats. While hogs showed a good deal of weakness at the close of last week they also developed a somewhat better tone. The recovery in the market appeared to be in part due to the oversold condition of the contract market influenced by an unexpectedly large decrease in the Chicago mid-month provision stocks compared with an important increase last year.

Stocks Show Unexpected Cut.

The Chicago mid-month statement of product stocks showed a decrease of nearly 4,000,000 lbs. of lard, against an increase of nearly 8,000,000 lbs. a year ago for the same time. The comparative figures for the two periods follow:

	1922	1923
	Mid-May	May 1
Contract pork, bbls.	1,132	1,309
Lard, new, lbs.	25,510,978	26,999,614
Lard, other, lbs.	4,944,174	7,212,958
Lard, total, lbs.	29,455,152	33,318,572
Ribs, lbs.	4,231,571	4,519,430
	Mid-May	May 1
Contract pork, bbls.	417	455
Lard, new, lbs.	47,104,724	39,918,340
Lard, other, lbs.	5,823,622	5,229,175
Lard, total, lbs.	52,927,346	45,148,515
Ribs, lbs.	505,264	463,017

The decrease was decidedly unexpected in view of the continued heavy hog packing. The slaughter the past week was 781,000 at interior points, against 626,000 last year, and since March 1, 9,044,000, against 5,912,000 a year ago, an increase of

3,132,000 hogs in two and a half months. Notwithstanding this immense increase in the packing, with a production of lard roughly 100,000,000 lbs. more than last year, the total stock at Chicago is 33,000,000 lbs. less than the amount on hand a year ago.

Lower Prices Aid Distribution.

The distribution of meats and lard, particularly the latter, has kept up in an unabated way, and the decline in price seems to have stimulated the disappearance. From the high point on May lard of 12.40 the middle of March, and 12.52 for July, prices declined practically 2c a pound, while the decline in hogs has been only about 1c a pound. The decline in lard as well as the decline in meats stimulated a very large distribution. Exports have been extremely heavy, although for the past week the shipment of lard decreased to about 20,000,000 lbs., against 14,000,000 lbs. last year and meats to nearly 15,000,000 lbs. against about 14,000,000 lbs. last year.

The Government report on the losses and condition of livestock in a number of the leading states attracted considerable attention. In Indiana the losses of cattle from disease were fairly heavy, and the losses of hogs alone amounted to 65,000. The losses of hogs for the entire United States from disease amounted to 3,206,000 for the year, compared with a loss of 3,082,000 last year, and 2,412,000 two years ago. The losses of cattle were 1,950,000 compared with 2,016,000 last year, and the losses of sheep and lambs amounted to 1,554,000. The loss of sheep last year was 1,293,000, with no report on the losses of lambs.

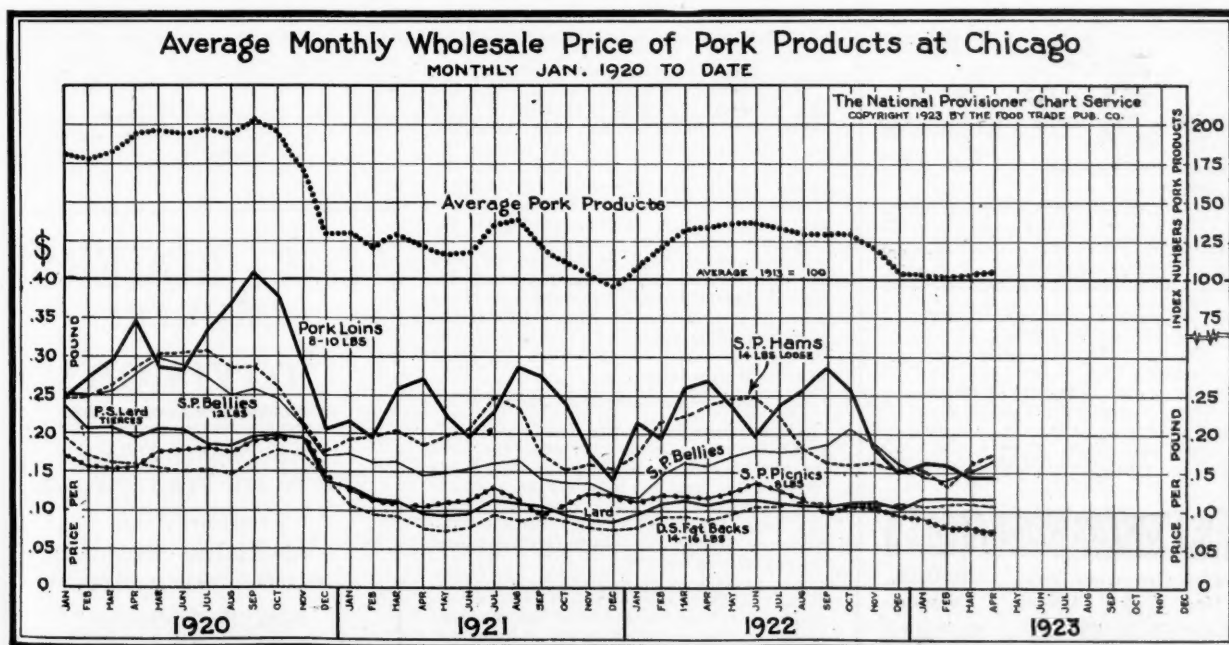
Hog Losses Less This Year.

The losses of hogs per thousand were only 50.5, compared with an average of 66.4 for the past ten years, while the general condition of healthfulness was 92.5, compared with a general condition of 93.6. Losses in cattle from disease were 16.7, against an average of 19.1 the past ten years, and from exposure 12.7 per thousand, against 14.2 average. The condition as of May 1 was a little low, amounting to 93.2, against a condition of 95 average ten years. The comparative figures on the losses of swine show slightly in excess of last year, but were insignificant compared with the heavy losses of 1913-14 and 1915-16.

The demand for stockers and feeder cattle is reported fairly active at the west and prices of finished material have been the highest of the year during the past two weeks. This demand for cattle has been in part reflected into the demand for hog products, and seems to be having some influence on the action of the hog market.

Hog receipts, however, continue quite heavy. The April receipts of hogs at the principal stock yards were 4,318,000, against 3,067,000 last year, and since January 1, 19,043,000, against 14,368,000 last year. The slaughter at these points has been since January 1st, 12,374,000, against 9,016,000 last year. The fact that this huge slaughter of hogs as well as an increase of 350,000 in the slaughter of cattle, and an increase in sheep as well as calves has been taken care of, is a direct indication of the very persistent and heavy demand for product.

PORK.—The market was quiet but steady, with a fair demand and a firmer

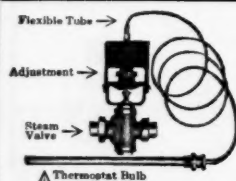


The above chart in THE NATIONAL PROVISIONER Chart Service, shows the important trends in the prices of pork products for a series of years. It will repay careful study.

Have You Stopped These Losses In Scraping and Polishing Hogs?

You know the trouble and danger from water that's too hot or too cool for these two important operations in getting Mr. Hog ready for the market. You know, too, that you can't be sure of *exact* temperature all the time with hand regulation. Somebody is sure to forget or make a mistake—and you stand the losses from cut and mutilated skins, extra labor and time, to say nothing of inferior output.

Then *why* not use automatic heat control and be sure that the water is just where you want it *all the time*. A Powers Regulator will do it. When a Powers Regulator is set to watch the water temperature it needs no other attention. It is positive and dependable in its action; accurate and sure in the results obtained.



The Powers Regulator No. 11

For closed or open tanks, hog scalding vats, etc. Thermostat bulb is connected with valve and flexible tube. Easily installed.

We offer to install Powers Regulators on a "make good" basis. They're easily and quickly applied and operated. They cut down cost of operation, eliminate waste, and improve your output. Write for particulars about our 30-Day Free Test Offer.

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feeling west. At New York mess was quoted at 27@27½c, family \$32@33, and short clears \$22.50@27.50. At Chicago mess was quoted at \$23.50.

LARD.—The market was firmer, with a better demand and decreasing stocks. Prime western New York was quoted at 11.75@11.85c, middle western 11.60@11.70c, New York city 11¼@11½c, refined to the continent 12½c, South American 12½c, Brazil kegs 13½c, and compound 13@13½c. At Chicago regular lard in round lots was quoted five over May, loose lard .70 under May, and leaf lard 10¼@10½c.

BEEF.—The market in the east was dull, with mess at New York \$16@17, packer \$17.00@17.50, family \$19.50@21.00; extra India mess \$32@35; No. 1 canned roast beef \$2.35, No. 2, \$4.05; sweet pickled tongues \$55@65 per bbl. nominal.

HOG MEATS LOWEST ON MARKET. Suggests That Lard Be Held Until June Report Out.

(Special Letter to The National Provisioner from James A. Duggan of E. Lowitz & Co.)

Chicago, May 17, 1923.—Tuesday's average price of hogs of \$7.70 is the lowest average for May in 12 years, except in 1915, when it was \$7.40. Wednesday's average was \$7.75, with an \$8.05 a 100 top. Ranges of hog prices run from \$6.00 for heavy packers to \$8.05 for selected kind.

A year ago at this time the range was from \$9.25 to \$11.00. Two years ago it was from \$7.00 to \$8.80.

The receipts of hogs in 20 markets for 1923 to date is 16,489,000, as against 12,435,000 for a like time last year, 13,459,000 for the same period in 1921, and 14,189,000 for a corresponding time in 1920.

While there is no scarcity of hogs and the bulk selling close to 7c, there is a general feeling among traders at the yards that hogs are around the bottom for the present at least. The fact of the matter is that hog meats are now the lowest meat food on the market.

California lambs sold in Chicago on Wednesday at 17.25, and Montana spring lambs at \$16.50, and top wool lambs at \$17.00, the highest price since June, 1920, 35c higher than the high mark last year and \$4.00 a 100 higher than the last sale in 1921.

Top cattle are bringing \$10.50 a 100 lbs. A year ago \$9.25 was the top, and two years ago the top was \$9.50.

Better Demand Ahead for Pork.

The above prices puts dressed beef and mutton once more in the luxury class and there is no question but that a better demand will develop for pork products.

Hams are cheap and with warm weather fast approaching, the attractive price of hams should create a big ham trade and no doubt will. While it is not usually the time of year for hog products in the future market to advance much, the decrease in the stocks of lard in Chicago, for the first half of May, shows an unusual demand for lard.

The stocks of lard in Chicago, on May 14, is 30,455,152 lbs., as against 34,211,572 lbs. on April 30, 1923. A year ago there were in Chicago at this time 52,937,346 lbs. If lard is being shipped as freely from the western markets the increase for May will be disappointing.

Says Hold Lard Till June.

We would not sell lard for the present or until the report is out, showing what the stocks will be on June 1. The trade for lard has kept up longer than anybody had anticipated and the European trade has been far beyond early anticipation. Much lard has gone into Germany and much more is needed.

The exports of lard from Nov. 1, 1922, to May 5, 1923, are 489,464,742 lbs., an increase of 173,747,828 lbs. over the previous corresponding period. Exports of hams and bacon are 419,142,300 lbs., an increase of 160,337,333 lbs. over the previous corresponding period.

BRITISH PROVISION MARKETS.

(Special Report to The National Provisioner.)

Liverpool, England, May 5, 1923.—The market on American bacon this week continues quiet, without any distinctive feature. The demand from the country continues to be disappointing, and supplies in the hands of importers are in excess of the consumptive demand, consequently prices have turned easier again all around.

There was a general sagging market on all cuts of American bacon, and the arrivals continue to be too heavy in face of the insufficiency of the demand. Hams are firm enough for long cuts and skinless, which are scarce, but A. C.'s, which are in fair supply, have gone back in value. However, the last day or two has seen a welcome improvement in the weather, which, if continued, should give a better tone to the ham trade. Lard is freely offered, with a quiet consumptive demand.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending May 12, 1923, with comparisons:

To—	PORK, BBLs.		From Nov. 1, 1922, to May 12, 1923.
	Week ended May 12, 1923.	Week ended May 13, 1922.	
United Kingdom....	25	110	3,752
Continent.....	530	60	13,830
So. and Cent. Amer.....			390
West Indies.....			11,680
B. N. A. Colonies.....			200
Other countries.....			270
Total.....	555	170	30,122

BACON AND HAMS, LBS.			
United Kingdom....	4,954,100	2,910,500	292,990,750
Continent.....	6,436,500	1,975,000	133,769,250
So. and Cent. Amer.....			225,500
West Indies.....		13,000	3,003,400
B. N. A. Colonies.....			22,300
Other countries.....		25,000	521,700
Total.....	11,390,600	4,923,500	430,532,900

LARD, LBS.			
United Kingdom....	2,584,515	6,504,018	158,769,168
Continent.....	22,056,753	5,611,055	348,813,171
So. and Cent. Amer.....			1,084,673
West Indies.....		75,000	5,805,000
B. N. A. Colonies.....			61,000
Other countries.....			182,000
Total.....	25,241,268	12,190,073	514,706,010

RECAPITULATION OF WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	555	8,492,600	21,866,248
Baltimore.....			66,000
St. John, N. B.....		2,545,000	378,000
Boston.....		353,000	2,931,000
Total, week.....	555	11,390,600	25,241,268
Previous week.....	1,166	14,234,050	21,963,575
Two weeks ago.....	1,481	21,494,450	15,456,216
Same week year ago.....	170	4,923,500	12,190,073

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to May 12, 1923:

	1922-1923.	1921-1922.	Increase.
Pork.....	6,024,400	3,066,060	2,958,340
Bacon.....	430,532,900	263,728,467	166,804,433
Lard.....	514,706,010	327,906,987	186,799,023

F. C. ROGERS BROKER Provisions

Philadelphia Office:
267 North Front Street
Trenton, N. J.

Frost-Richie Building
State & Warren Streets

New York Office:
431 West 14th Street

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A very weak market in tallow continued this week, prices dropping $\frac{1}{2}$ c from the previous trades, and $\frac{3}{4}$ c from last week, when a considerable amount of extra at New York, estimated at 500 to 1,000 drums, sold at $7\frac{1}{2}$ c to Jersey soapers. Liquidation and selling on the fears of warm weather was again the feature, and buyers were enabled to make their own figures. Offerings continued liberal and the market continued very unsettled at the low point, although there was a feeling that a good part of the surplus had been absorbed, and that manufacturers would reduce production somewhat. In the West, demand was reported slow, which was surprising, particularly as reports were current in New York of Western buying at the latter point. Chicago reported an easy feeling predominating, with buyers looking for still lower levels, and manufacturers inclined to operate on a conservative basis, keeping production close to consumption.

At Liverpool Australian tallow was off 1s 3d to 1s 6d from the previous week, with fine quoted at 40s 9d, and good mixed 40s 6d, while at the London auction on May 16, 731 casks were offered, of which 644 sold at unchanged prices from the previous week. At New York prime city was quoted at $6\frac{1}{2}$ c nominal, special loose 7c nominal, extra $7\frac{1}{2}$ c sales, edible $8\frac{1}{2}$ c nominal. At Chicago prime packer $8\frac{1}{4}$ @ $8\frac{1}{2}$ c, No. 1 at $7\frac{1}{2}$ c, No. 2 at $6\frac{1}{2}$ c, edible $9\frac{1}{4}$ c, prime country $7\frac{1}{2}$ @ 8 c.

STEARINE.—The market was dull and weak with tallow, and $\frac{1}{2}$ c lower than last week, at 10c asked, New York, for oleo, a decline of a cent from the high, with no demand in evidence, and expectations of another decline of $\frac{1}{2}$ c to effect sales. At Chicago trade was inactive and oleo was $9\frac{3}{4}$ @ 10 c nominal.

OLEO OIL.—The market was weaker with freer offerings and a limited demand with extra New York $13\frac{3}{4}$ c nominal, medium $12\frac{1}{4}$ c, lower grades $11\frac{1}{4}$ c, while at Chicago extra was quoted at $13\frac{1}{2}$ @ $13\frac{3}{4}$ c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL.—The market the past week was again rather quiet, but there was a little more inquiry in evidence, with a slightly better feeling noted in pure lard, and a surprising decrease reported in Western lard stocks for the first half of May. However, no important transactions came to light. At New York edible was quoted at $14\frac{3}{4}$ c per lb., extra winter at $13\frac{1}{4}$ c, extra at 13c, extra No. 1 at $12\frac{1}{2}$ c, No. 1 at 12c and No. 2 at $11\frac{1}{2}$ c.

NEATSFOOT OIL.—Inactivity continued the feature, with offerings fairly liberal and demand quiet. At New York pure oil was quoted at $14\frac{1}{4}$ c per lb., extra at $12\frac{1}{2}$ c, No. 1 at 12c, and cold pressed at $16\frac{1}{2}$ c.

GREASES.—The market remained dull and heavy, with trade light and the undertone unsettled, owing to the heaviness in tallow and other greases and an absence of buyers' interest. Offerings were fair, but consumers were interested only at concessions, and were depressed over the tallow situation. At Chicago demand was reported as dull, with sales of choice white grease in a small way at $8\frac{1}{4}$ c. At New York yellow and choice house were quoted at $7\frac{1}{4}$ @ $7\frac{1}{2}$ c, brown at 7c nominal, and choice white at $8\frac{1}{2}$ @ 9 c. At Chicago A white was quoted at $7\frac{1}{4}$ @ 8 c, B white at $7\frac{1}{4}$ @ $7\frac{1}{2}$ c, yellow grease 7c, brown grease $6\frac{1}{2}$ c sales delivered Cincinnati,

house $6\frac{1}{2}$ c nominal. At New York reports were current that house grease was available at $6\frac{1}{2}$ c.

SWISS BOYCOTT U. S. LARD.

American lard in Switzerland is fighting a losing battle according to a report received by the Department of Commerce from Consul A. B. Lane, Berne, Switzerland. Two of the largest concerns in Switzerland which manufacture vegetable cooking fats are controlled by French and Dutch capital, who, nevertheless, advertise their products as "genuine Swiss."

The Swiss are urged by these concerns to "expel the American lard from our kitchens" in view of the fact that "our watches, needlework, etc., are not bought in America at present." These foreign capitalists, it is said, have prevailed upon the Swiss grocers' association to request the American exports under threat of a boycott to discontinue holding stocks of American lard in Switzerland. The Swiss and the American governments are powerless to act in the controversy.

HIT ENGLISH TASTE FOR BACON.

The preference of Englishmen for American and Danish mild cured bacon over bacon from all other countries is likely

to be extended to the Polish product, if the plans of its packers in Poland succeed. According to Special Representative Dennis of the U. S. Department of Commerce, a large packing concern near Warsaw has begun to specialize in producing a type of lean, mild cured bacon which it hopes to place in favorable competition with the Danish and American bacon on the British market. Mr. Dennis believes that Poland is about to become a factor in international trade in hog products, as the hog population of the war-born country has increased over five million since pre-war days.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 16, 1923.—A few hundred tons of ground tankage sold this week at \$3.75 and some sellers are asking as high as \$4.00. The situation seems no stronger with very few producers inclined to quote ahead. The demand for feeding is very light.

Ground blood is held at \$3.75 with little interest being shown.

The new nitrate of soda prices announced about one week ago range in price from \$2.45 for summer deliveries to \$2.62½ for next spring's deliveries.

Bone meal is very quiet with very little interest being shown by buyers. Most buyers have covered this season's requirements and are not inclined to buy ahead.

Packinghouse By-Products Markets

Blood.

Chicago, May 16, 1923.

There has not been much trading in blood this week, but the market is a little higher as regards quotations. Packers are holding for \$3.75 but there has been very little demand at that figure and there is not much surplus.

	Unit ammonia.
Ground.....	\$3.65@3.75
Crushed and unground.....	3.40@3.60

Digester Hog Tankage Materials.

There has been no great amount of offerings of digester this week and what there is is not being pressed on the market. It would naturally be expected that with accumulations those having them would want to sell. If there has been much trading, however, it has been done quietly.

	Unit ammonia.
Ground, 11½ to 12½ ammonia.....	\$3.35@3.50
Unground, 10 to 11½ ammonia.....	3.15@3.35
Unground, 7 to 9½ ammonia.....	2.65@3.00

Fertilizer Tankage Materials.

As for some time this market has been very dull on account of it being between seasons.

High grade, ground, 10-11½ ammonia.....	\$ 2.90@ 3.00
Lower grade, ground, 6-9½ ammonia.....	2.65@ 2.80
Medium to high grade, unground.....	2.50@ 2.75
Low grade and country rend., unground.....	2.15@ 2.40
Horn meal.....	2.90@ 3.00
Liquid stick.....	2.50@ 2.75
Grinding hoots, pigs' toes, dry.....	34.00@36.00

Bone Meals.

The market for bone meals has been rather sloppy. Raw meal has been offered at \$32 without takers as there is not much interest. Steamed bone has been freely offered at \$23.00@25.00, Chicago, and at the river, and sellers are anxious for orders.

	Per ton.
Raw bone meal.....	\$20.00@21.00
Steamed, ground.....	24.00@26.00
Steamed, unground.....	20.00@22.00

Cracklings.

Cracklings are very soft. Country dressed pork cracklings have sold at less than \$60.00 delivered Chicago. In hard dressed beef there has been no interest at all. One main reason is that business has been very quiet in the finished product, namely meat scraps.

Pork, according to grease and quality.....	\$35.00@70.00
Beef, according to grease and quality.....	40.00@50.00

Mfg. Bones, Horns and Hoofs.

While the market continues for bones, horns and hoofs, there has been practically no change in the quotations for some time.

	Per ton.
No. 1 horns.....	\$275.00@300.00
No. 2 horns.....	225.00@250.00
No. 3 horns.....	150.00@200.00
Culls.....	32.00@ 34.00
Hoofs, black and striped, unassorted.....	38.00@ 40.00
Hoofs, white, unassorted.....	50.00@ 60.00
Round shin bones, unassorted, heavies.....	85.00@ 95.00
Round shin bones, unassorted, lights.....	70.00@ 80.00
Flat shin bones, unassorted, heavies.....	65.00@ 70.00
Flat shin bones, unassorted, lights.....	55.00@ 60.00
Thigh bones, unassorted, heavies.....	85.00@ 95.00
Thigh bones, unassorted, lights.....	70.00@ 80.00

Glue and Gelatin Stock.

This market has been easier and some have been talking \$33.00@35.00 on jaws, skulls and knuckles and \$25.00@26.00 on junk bones.

	Per ton.
Calf stock.....	\$30.00@32.50
Edible pig skin strips.....	65.00@70.00
Rejected manufacturing bones.....	52.50@55.00
Horn piths.....	36.00@38.00
Cattle jaws, skulls and knuckles.....	33.00@35.00
Junk and hotel kitchen bones.....	23.00@25.00
Sinews, pizels and hide trimmings.....	18.00@20.00

Hog Hair.

Demand for hog hair has continued steady. Coll dried winter has sold $2\frac{1}{2}$ c f. o. b. production points and $6\frac{1}{2}$ c for winter processed.

Pig Skin Strips.

The market has been quiet and steady. No. 1 tanner stock wanted at $5\frac{1}{4}$ c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around $4\frac{1}{4}$ c lb., basis Chicago.

Production, Consumption and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended March 31, 1923, according to a preliminary report of the U. S. Department of Commerce, was as follows: Vegetable oils, 562,310,676 pounds; fish oils, 4,693,934 pounds; animal fats, 650,925,891 pounds; and grease, 107,724,809 pounds; a total of 1,325,655,310 pounds.

Of the several kinds of fats and oils covered by the inquiry, the greatest production, 544,887,020 pounds, appears for edible and neutral lard. Next in order is cottonseed oil with 306,388,636 pounds; linseed oil with 155,148,370 pounds; tallow with 104,025,420 pounds; cocoanut oil with 58,749,915 pounds; and corn oil with 28,221,938 pounds.

The production of refined oils during the period was as follows: Cottonseed, 331,732,583 pounds; cocoanut, 45,703,782 pounds; peanut, 1,864,652 pounds; soyabean, 136,135 pounds; corn, 20,854,529 pounds; and palmkernel, 170,525 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

VEGETABLE OILS:			
	Factory operations during the quarter ending March 31, 1923.	Factory and warehouse stocks March 31, 1923.	
	Production, pounds.	Consumption, pounds.	March 31, 1923, pounds.
Cottonseed, crude..	306,388,636	358,306,801	60,137,116
Cottonseed, refined..	331,732,583	188,689,214	239,925,412
Peanut, virgin and crude..	1,869,975	2,354,898	979,212
Peanut, refined..	1,864,652	2,323,000	921,814
Cocoanut, or copra, crude..	58,749,915	93,367,653	85,995,519
Cocoanut, or copra, refined..	45,703,582	55,381,890	27,229,485
Corn, crude..	28,221,938	25,803,259	5,672,447
Corn, refined..	20,854,529	2,128,672	8,008,232
Soya-bean, crude..	768,152	3,073,708	2,800,104
Soya-bean, refined..	136,135	1,636,811	1,040,083
Olive, edible..	196,197	2,866,644	4,878,220
Olive, inedible..	113	1,273,510	1,307,954
Sulphur oil, or olive foots..		6,107,721	2,919,618
Palm-kernel, crude..		1,372,846	2,006,064
Palm-kernel, refined..	170,525	122,754	64,044
Rapeseed..		2,866,644	2,064,057
Linseed..	155,148,370	97,668,617	71,629,286
Chinese wood or tung..		19,156,630	13,249,059
Chinese vegetable tallow..		1,034,874	1,158,864
Castor..	9,308,031	2,428,454	11,936,012
Palm..	1,829,349	35,975,889	25,130,614
All other..		2,228,103	2,256,236
FISH OILS:			
Cod and cod-liver..	78,750	3,754,938	3,115,268
Menhaden..	288,000	16,872,818	11,936,012
Whale..	140,610	5,838,741	9,277,066
Herring, including sardine..	3,761,422	378,341	2,949,656
Sperm..		371,666	2,589,930
All other (including marine animal)..	425,152	290,205	1,018,000

¹The data of oil produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

ANIMAL FATS:			
	Production, pounds.	Consumption, pounds.	March 31, 1923, pounds.
Lard, neutral..	17,972,139	8,394,997	4,501,526
Lard, other edible..	526,914,881	8,276,832	61,743,127
Tallow, edible..	14,257,608	8,408,031	2,744,569
Tallow, inedible..	89,767,512	130,939,945	61,678,270
Neat's-foot oil..	2,018,451	1,968,320	1,392,794
GREASES:			
White..	27,889,560	16,269,721	11,423,410
Yellow..	21,695,431	18,553,914	10,235,236
Brown..	14,088,301	9,982,845	5,396,080
Bone..	3,187,907	528,021	656,771
Tankage..	14,690,280	568,829	3,202,048
Garbage or house..	16,686,734	24,627,739	8,281,586
Wool..	2,206,198	908,927	2,925,347
Recovered or degreased..	3,400,489	3,242,700	2,441,649
All other..	3,280,209	2,854,124	2,762,141
OTHER PRODUCTS:			
Lard compounds and other lard subs..	208,187,807	47,979	15,984,460
Hydrogenated oils..	60,975,076	75,289,839	23,510,018
Stearin, vegetable..	3,304,203	2,455,058	1,928,511
Stearin, animal, edible..	18,824,503	12,771,410	6,455,757
Stearin, animal, inedible..	7,557,193	4,393,692	3,715,647
Oleo oil..	41,947,274	12,391,362	11,170,231
Lard oil..	9,216,441	6,175,277	4,324,778

Tallow oil..	9,856,468	7,479,854	2,539,364
Fatty acids..	21,340,745	30,886,234	5,450,484
Fatty acids, dis..	13,613,914	11,411,538	2,448,399
Red oil..	12,130,815	6,785,563	10,470,547
Stearic acid..	7,757,689	2,162,626	4,533,098
Glycerin, crude, 80% basis..	23,534,063	23,993,638	9,539,663
Glycerin, dynamite..	11,292,216	8,905,861	10,459,053
Glycerin, chem. pure..	12,628,432	1,480,316	4,581,255
Cottonseed foots..	33,425,744	37,925,793	12,667,220
Cottonseed foots, dis..	16,676,375	10,414,323	8,495,010
Other vegetable oil foots..	5,990,752	6,164,976	2,347,043
Foots, distilled..	244,193	243,528	29,459
Acidulated soap stk..	6,707,479	4,844,488	5,405,488
Miscellaneous soap stock..	2,490,771	2,213,635	447,870

RAW MATERIALS USED IN THE PRODUCTION OF VEGETABLE OILS.			
	Tons of 2,000 pounds Consumed Jan. 1 to March 31.	On hand March 31.	
Cottonseed..	986,953	159,922	
Peanuts, hulled..	342,606	541	
Peanuts in the hull..	1,794	785	
Copra..	45,239	7,070	
Cocoanuts and skins..	549	58	
Olive..	655		
Corn germ..	324,313	84	
Flaxseed..	232,183	27,136	
Castor beans..	10,593	2,167	
Mustard seeds..	440	1,785	
Soya-beans..	2,943	131	
Other kinds..	2,372	1,958	

EXPORTS OF DOMESTIC FATS AND OILS FOR THE QUARTER ENDING MARCH 31, 1923.

Kind.	Pounds.
Oleo oils..	27,514,760
Lard oil..	198,872
Neat's-foot oil..	642,606
Whale oil..	65,172
Other animal oils..	249,730
Cod and cod-liver oil..	72,360
Other fish oils..	106,420
Oleo stock..	1,982,061
Tallow, edible..	295,111
Tallow, inedible..	4,206,646
Lard..	306,028,648
Lard, neutral..	8,805,316
Lard compound containing animal fats..	2,240,901
Oleo and lard stearin..	2,260,135
Grease stearin..	996,431
Oleic acid or red oil..	357,351
Stearic and other fatty acids..	643,268
Oleomargarine containing animal fats..	638,534
Other animal greases, oils and fats..	14,653,728
Cocoanut oil..	3,791,271
Cottonseed oil, crude..	10,801,693
Cottonseed oil, refined..	8,166,548
Peanut oil..	52,297
Linseed oil..	807,245
Soya-bean oil..	198,528
Corn oil..	1,293,021
Vegetable oleomargarin..	1,478,659
Vegetable oil lard compounds..	4,808,561
Vegetable soap-stock..	1,081,714
Other vegetable oils and fats..	2,584,932
Vegetable stearin..	88,932
Glycerin..	281,963

NATIONAL RESEARCH WORK.

Significant facts concerning scientific research and its industrial relations are being issued by the Research Information Service of the National Research Council in Washington.

Often the facts assembled to meet the immediate needs of an individual engineer-investigator, firm or association are of sufficiently widespread interest and general value to justify mimeographing, printing or publishing.

Among the compilations which have been made available by Research Information Service or by other divisions or committees of the National Research Council of special interest to engineers are:

Bulletin 3. List of "periodical bibliographies and abstracts of the scientific and technological journals of the world."

Bulletin 9. "Funds available in 1920 in the United States of America for the encouragement of scientific research."

Bulletin 16. "Research laboratories in industrial laboratories in the United States, including consulting research laboratories."

Bulletin 22. "Mechanical aids for the classification of American investigators, with illustrations in the field of psychology."

Reprint 9. "Reading list of scientific and industrial research and the service of the chemist to industry."

Reprint 33. "Informational needs in science and technology."

Reprint 35. "American research chemicals."

Reprint 40. "The usefulness of analytic abstracts."

Several lists of scientific and technological bibliographies also have been issued. Among them are lists of published or unpublished bibliographies of corn and corn products, colloid chemistry, geology and geography, astronomy, mathematics and physics.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Charges on Cotton Linters.—Examiner J. O. Cassidy has advised the Commission to dismiss No. 13631, Royall & Borden Manufacturing Company vs. Atlantic Coast Line, et al., and No. 13632, Same vs. A. C. Lehal, and No. 13633, Same vs. Same, on a finding that the rates imposed on cotton linters, between July 23 and November 3, 1921, from Dunn, N. C., to Philadelphia, Long Island City, and Boston, and from Pine Level, N. C., to Philadelphia were not unreasonable or unduly prejudicial. Eight shipments, averaging 12,400 pounds, were made at any quantity rates of \$1.24, \$1.18 and \$1.14. The Commission said the rate to Long Island City was \$1.235 instead of the \$1.18 collected.

The rates imposed were those applicable on cotton, the latter worth 14 cents per pound, while the linters, at the time of shipments, were worth, the examiner said, about 1.25 cents. Complainant sought reparation to the basis of 68.5 cents on shipments from Dunn and 62 cents from Pine Level to Philadelphia. Those figures, the complainant said, represented the sixth class rates in effect June 24, 1918, increased 25 per cent.

It was complainant's contention that General Order No. 28 did not require the cancellation of sixth class rating, although it did bring the rates on linters up to the cotton rates. The defendants claimed that No. 28 did require the cancellation of the sixth class rating. The examiner said the Commission should hold the failure to adhere strictly to the order of the Director-General did not invalidate the rates and that the controlling question was whether the published rates were unreasonable or otherwise unlawful.

The defendants contended that from a transportation point of view there was no difference between cotton and linters and quoted the Commission's decision in Louisiana Cotton, 46 I. C. C. 451, to show that the Commission, in various territories, had approved rates on linters as high as those on cotton, because, among other reasons, "linters are cotton," and that in all things except risk, there is no difference in transportation phases of the subject. They said they had restored the sixth class rating, January, 1922, at the solicitation of the cottonseed oil industry in the hope that the lower rating would stimulate the movement of linters, and that that could not be construed as an admission the cotton rates were unreasonable.

Cottonseed Hulls and Meal Rates.—No. 14833. Tallulah Cotton Oil Co., Tallulah, La., vs. Vicksburg, Shreveport & Pacific. Unjust and unreasonable rates on cottonseed hulls and cotton seed meal from Tallulah, La., to Vicksburg, Miss. Asks cease and desist order, a rate of 8 cents per 100 lbs. on future shipments of mixed cars of cottonseed meal and hulls from Tallulah to Vicksburg, and reparation.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Outside Trade Dull—Undertone Firmer—Cash Business Draggy—Sentiment More Mixed—Action Other Markets Closely Followed—Cotton Weather Unfavorable.

The volume of trade in cotton oil futures on the New York Produce Exchange during the past week has been extremely light, and the market more or less professional and featureless, as far as pit operations were concerned, but the undertone, nevertheless, was somewhat stronger and while there was a limited amount of buying power, offerings were likewise scarce and limited. With such conditions prevailing, oil prices again depended more or less on the movements in the outside markets for their cue. With lard displaying decided strength, oil moved up in sympathy, but to a less active degree. The market was helped somewhat also by unsatisfactory conditions in the cotton belt, with continued low temperatures and heavy rains, and the strength in the cotton market.

Nearby Oil in Tight Position.

The nearby oil positions remained in a tight position, and there was no change in the cash situation, where oil prices continued to command good premiums, notwithstanding a dragging tendency on the

part of consumers to take hold. Oil demand was fair, but compound trade in the eastern territory was quite slow. South of Washington, compound trade remained fairly good.

The hog movement continued very liberal, and there were no specific signs of any important let up in the run, much to the surprise of the trade. Nevertheless, lard continues to go into consumption or distribution at a rapid pace—so much so that the lard stocks at Chicago for the first half of May decreased over 3½ million pounds, whereas the trade had been looking for an increase of four or five million pounds.

The lard stocks now total 29,455,000 lbs., against 52,927,000 in mid-May last year, and the supply of lard at all the leading centers is comparatively light. This is so notwithstanding the fact that the hog run for the summer season to date totaled 9,044,000 head, against 5,912,000 at the same time last year.

Oil Light and Greases Strong.

With oil stocks also light everywhere, the technical position of edible greases is naturally a strong one, but at the same time, without speculation, such a condition is not apt to asset itself in any important way. What the trade needs is a restoration of confidence in values, and if the outside markets continue to show stabilization,

the leading oil longs feel that the supply-and-demand position of oil will force higher levels.

July oil dropped from a premium of about thirty points over July lard to a discount of 17 points the past week. While many regarded this as showing a weaker technical position of oil futures, and a poor response to the lard strength, others felt that it was one of the most healthful conditions for oil, as with oil at a discount, and cash lard advancing sharply, it would tend to place compound on a much better competitive basis.

Cottonseed Report Anticipated.

The government report on cottonseed and its products was due the latter part of this week, and for the first time in months created little or no excitement. The oil trade has been fooled so often in its calculations of the Government figures that a growing tendency is in evidence to disregard the figures, except in the way of a matter of reference. It is contended that mistakes have crept into the figures, and that adjustments have been made without notice, which tends to minimize the value of the reports, as most New York interests see it.

There has been a disposition to reduce estimates on April consumption, with the trade talking 135,000 to 150,000 bbls., whereas a short while back expectations were for 150,000 to 175,000 bbls. Why there was this reduction in ideas was un-

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explainable, although a few intimated that the tendency heretofore has been to over-estimate the figures in advance, and it now appears as though the disposition is to under-estimate the distribution for April.

Cocoonut oil was decidedly weak, and offered at 8½¢ coast, a decline of a cent a pound from the highs, and according to well posted people, there has hardly been a trade made all during the break. Tallow continued to drop, extra New York selling at 7½¢, a break of ¾¢ from last week, and 1½¢ from the highs, while stearine was offered at 10¢, a decline of ¼¢ for the week and a cent below the highs. Crude oil was scarce and nominal, with the southeast quoted at 9½¢@10¢, while compound was held at 13¢@13½¢ compared with prime western lard New York around 11½¢.

Weather and Crop Survey.

The Government's weekly weather and crop bulletin summary follows:

The week on the whole was unseasonably cool throughout the cotton growing states, except in the west Gulf districts, although warmer and more favorable conditions prevailed in most sections the latter part. Rainfall was heavy in the Mississippi Valley states and Oklahoma, but was mostly light to moderate in most other sections of the belt.

It was very favorable for field work in Texas and cultivation made good progress, although growth was generally poor because of cool nights. The stands and general condition were fair to very good, with the fields mostly clean. Planting made satisfactory progress in Oklahoma, but it was stopped by heavy rains the latter part of the week. The stands of the early planted were generally good but growth was slow.

The cool wet weather was very unfavor-

able in Arkansas, where much cotton was dying and replanting necessary, while considerable was caught by frost in Tennessee. Although most of the week was favorable for planting and cultivation in Alabama and Mississippi, germination and growth were slow because of cool nights.

The first half of the week was decidedly unfavorable in Georgia and South Carolina. Much cotton was stunted or killed in Georgia and considerable replanting must be done, while the low temperatures were unfavorable in South Carolina. The latter part of the week was more favorable in these states. Progress was very poor to poor in North Carolina, where cold winds were very unfavorable.

COTTONSEED OIL—Market transactions.

Thursday, May 10, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May	300	1158 1140	1120 a	1150
June			1090 a	1120
July	4100	1116 1090	1090 a	1092
Aug.	2900	1118 1091	1091 a	1092
Sept.	1400	1101 1072	1072 a	1075
Oct.	3300	993 960	964 a	965
Nov.	1200	885 865	866 a	871
Dec.	500	857 855	856 a	858

Total sales, including switches, 14,300.
Prime Crude S. E., 950-975.

Friday, May 11, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May			1130 a	
June			1120 a	
July			1090 a	1120
Aug.	4800	1088 1080	1088 a	1090
Sept.	3400	1088 1080	1087 a	1088
Oct.	7600	1074 1063	1073 a	1074
Nov.	5200	969 953	967 a	968
Dec.	1300	870 859	872 a	875
Dec.	2400	863 850	863 a	865

Total sales, including switches, 24,700.
Prime Crude S. E., 975 asked.

Saturday, May 12, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May			1105 a	1149
June	100	1080 1080	1070 a	1092
July	3600	1080 1065	1064 a	1066
Aug.	700	1083 1066	1066 a	1068
Sept.	2200	1066 1054	1055 a	1057
Oct.	300	955 953	957 a	960
Nov.	1300	868 859	863 a	865
Dec.	400	855 850	850 a	853

Total sales, including switches, 9,000.
Prime Crude S. E., 925-950.

Monday, May 14, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May	500	1150 1149	1145 a	1150
June			1100 a	1125
July	4200	1088 1074	1086 a	1087
Aug.	2600	1086 1072	1085 a	1087
Sept.	4300	1078 1062	1075 a	1076
Oct.	4800	986 963	983 a	985
Nov.	200	888 888	887 a	889
Dec.	800	874 867	873 a	874

Total sales, including switches, 19,000.
Prime Crude S. E. 937½ nom.

Tuesday, May 15, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May			1130 a	1200
June			1145 a	1175
July			1100 a	1125
Aug.	6500	1102 1095	1098 a	1101
Sept.	2200	1101 1092	1099 a	1100
Oct.	4400	1090 1080	1086 a	1087
Nov.	500	990 989	985 a	991
Dec.	1200	893 891	892 a	893
Dec.	1100	880 877	879 a	881

Total sales, including switches, 15,900.
Prime Crude S. E., 937½-962½.

Wednesday, May 16, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May	200	1150 1150	1140 a	1160
June			1115 a	1139
July	3100	1115 1106	1112 a	1115
Aug.	100	1112 1112	1111 a	1112
Sept.	2100	1099 1090	1095 a	1097
Oct.	2100	993 990	992 a	993
Nov.	600	901 895	895 a	897
Dec.	200	884 883	882 a	884

Total sales, including switches, 8,400.
Prime Crude S. E., 950-1000.

Thursday, May 17, 1923.

Spot	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
May			1135 a	1195
June			1140 a	1160
July			1115 a	1139
Aug.	3100	1115 1106	1112 a	1115
Sept.	100	1112 1112	1111 a	1112
Oct.	2100	1099 1090	1095 a	1097
Nov.	2100	993 990	992 a	993
Dec.	600	901 895	895 a	897
Dec.	200	884 883	882 a	884

Total sales, including switches, 8,400.
Prime Crude S. E., 950-1000.

SEE PAGE 37 FOR LATER MARKETS.

COCOANUT OIL.—A dull and weak market continued in cocoanut oil, prices showing some further decline, with consumers not interested, with holders not offering, owing to fears that the bottom would drop out of the market with tallow. According to all reports, there has been little or no trade in this oil during the cent a pound break the market has experienced. Re-sales were frequently heard of, or re-sale offerings, but buyers were scarce and indifferent. Coast oil, crude, was reported offered at 8½¢, up to next March shipment, and while 8½¢ was asked for crude at New York, it was felt that the sale of twenty tanks would force the New York market to 8¢. Copra was 5½¢, New York, and at the coast nominal. At New York Ceylon type in barrels was 10¢@10½¢, tanks 8¢@9¢; Cochiti type, barrels, 10½¢@10¾¢; edible, 10¢@11¢.

SOYA BEAN OIL.—The market was easier, with trade limited with offerings

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moderate, but with futures showing an easier tendency, also. June-July, coast, was 10½¢ nominal, and July-August 10¼¢. At New York crude in barrels was quoted at 13¢, blown 14½¢, tanks, New York, 10½¢ @ 11¢; tanks, coast, 10½¢ @ 10¼¢.

PEANUT OIL.—At best, the market is dull and nominal with little business passing, and the market difficult to quote. At New York crude in barrels was nominal, refined, barrels, 16½¢ @ 17¢; tanks, f. o. b. mills, 13¼¢ @ 13½¢.

PALM OIL.—The weakness in tallow has decidedly taken the edge off of palm oil, and while no big decline has set in as yet, there is a decided pause in the demand, and the market at present is unquestionably a buyer's one. At New York Lagos spot was quoted at 8½¢, shipment 8¢; Niger, spot and shipment, 7½¢.

PALM KERNEL OIL.—The market was easier with the other oils, with a limited demand and freer offerings, with imported New York quoted at 9½¢ @ 9¼¢.

CORN OIL.—The market was steady with demand fair and influenced somewhat by the steadier cotton oil market. At New York crude corn in barrels was 12½¢ @ 12¼¢, tanks 10½¢ Chicago, refined, barrels, New York, 13¼¢, cases \$13.38.

COTTONSEED OIL.—Demand fair; market firm. P. S. Y. spot, barrels, New York, 11¼¢ @ 12¢; bleachable tanks, f. o. b. mills, 10½¢; southeast crude, 9½¢ @ 10¢; Valley and Texas nominal.

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 17, 1923.—Crude cotton seed oil is quoted at 9¼ cents bid valley. Forty-one per cent protein meal, \$42; loose hulls, \$16, Memphis. Very little crude oil is left in this section.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 17, 1923.—Prime crude cottonseed oil is quoted at 9½ cents bid, 10 cents asked. Stock was practically exhausted. Refined cottonseed oil is firm and there are numerous inquiries with a higher tendency. Seven per cent meal is quoted at \$37.50 per ton; eight per cent \$40.50, f. o. b. interior points. Hulls also are about exhausted.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 15.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.70 @ 3.80 per cwt.; 98% powdered caustic soda, 4¼¢ @ 4½¢ lb.; 58% carbonate of soda, 2¢ @ 2¼¢ lb.

Clarified palm oil, in casks of 2,000 lbs., 8¢ @ 8¼¢ lb.; commercial yellow olive oil, \$1.15 @ 1.18 gal.; olive oil foots, 9¼¢ @ 10¢ lb.; East India Cochin cocoanut oil, 13¢ lb., duty paid; Cochin grade cocoanut oil, domestic, 11¢ @ 11¼¢ lb.; Ceylon grade cocoanut oil, 10¼¢ @ 10½¢ lb.

Prime summer yellow cottonseed oil, 12¼¢ @ 13¢ lb.; soya bean oil, 12¢ @ 12¼¢ lb.; linseed oil, \$1.10 @ 1.15 gal.; crude corn oil, in bbls., nominal, 11¼¢ @ 12¢ lb.; peanut oil, in bbls., New York, deodorized, 16¼¢ @ 17¼¢ lb.; peanut oil, tanks, f. o. b. mills, 13¢ @ 13¼¢ lb.; extra tallow, 8¼¢ lb.; dynamite glycerine, nominal, 16¢ @ 16¼¢ lb.; saponified glycerine, nominal, 12¢ @ 12¼¢ lb.; crude soap glycerine, nominal, 11¢ lb.; chemically pure glycerine, nominal, 17¼¢ lb.; prime packers' grease, nominal, 7½¢ @ 7¾¢ lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York from May 1 to May 12, 1923, according to unofficial reports, were 75 bbls.

THE AMERICAN COTTON OIL COMPANY

65 Broadway, New York

Cable Address "AMCOTOIL"

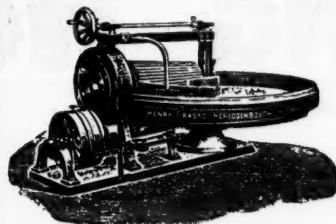
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GEORGIA CRUSHERS NEXT MEET.

The annual meeting of the Cottonseed Crushers' Association of Georgia will be held at Tybee, Ga., on June 18 and 19, 1923. The committee on arrangements is making plans for a fine program both of business and pleasure. Members are urged to make reservations at the Hotel Tybee. Summer tourist transportation rates will apply as usual.

MEMPHIS COTTONSEED CLUB.

The new Cottonseed Products Club of Memphis, Tenn., has taken a large room on the ground floor of the Falls Building as club headquarters and meeting hall. A door has been cut through to Andy's Cafe, one of the notably good eating places in the city and thus daily luncheon service will be provided for members of the club and guests. The new club is growing rapidly in membership and many are beginning to wonder how they have gotten along without it all these years.

COTTON GROWING SHOWN IN FILM.

The new era in cotton production is pictured in a new United States Department of Agriculture motion picture, "Cotton—Dixie's Greatest Crop." The new film tells the story of modern cotton production in Dixieland where "Cotton is King" and nearly two-thirds of the world's output is grown. Approved practices, such as plowing under stalks after picking to destroy the boll weevil's winter home, dusting with calcium arsenate, close spacing of plants, and various cultural methods from pre-planting preparations to picking and delivery at the gin, are included. Closeups show the fruiting of the plant, the square, blossom, boll and how the fibres form in the boll.

The picture is designed to instruct the cotton planter in up-to-date cultural practices, as well as for popular distribution. The film will be circulated through the department's distribution system.

MARCH DAIRY AND EGG EXPORTS.

Exports of dairy products, oleomargarine and eggs from the United States for the month of March, 1923, are reported by the U. S. Bureau of Agricultural Economics as follows:

Destination.	Butter, pounds.	Oleomargarine, pounds.	Cheese, pounds.	Eggs, dozens.
Europe:				
Germany	78	200	44,446	.....
United Kingdom ..	1,120	.....	2,185,393	30
Miscellaneous	250	.....	4,843	6
North America:				
Bermuda	13,569	3,548	3,354	9,420
Canada	8,154	186,845	398,128	2,122,059
Newfoundland and Labrador ..	.....	500	12,835	5,230
Central America:				
Br. Honduras	5,250	2,750	4,910	151
Costa Rica	1,536	1,000	2,516	.....
Guatemala	2,252	.....	2,380	.....
Honduras	18,736	100	9,120	11,790
Nicaragua	8,846	.....	2,135	.....
Panama	9,977	7,646	17,323	58,920
Mexico	118,980	4,208	123,056	259,816
West Indies:				
Barbados	14,400	.....	.....	.....
Cuba	56,820	200	257,756	817,830
Dom. Rep.	16,836	8,684	6,216	.....
Fr. W. Indies ..	11,890	.....	132	.....
Haiti	85,898	200	7,424	.....
Jamaica	7,800	19,200	31,162	270
Other Br. W. Ind.	22,466	.....	34,084	9,136
Trin. and Tobago	46,100	.....	.....	12,796
Virgin Is. of U.S.	9,830	4,950	7,109	30
Miscellaneous ..	1,568	190	424	.....
South America:				
Argentina .....	.....	.....	161	33,000
British Guiana ..	3,900	1,400	333	.....
French Guiana ..	7,000	.....	.....	.....
Colombia	5,118	.....	866	.....
Peru	14,800	.....	2,981	750
Venezuela	9,654	.....	1,028	.....
Miscellaneous ..	98	.....	.....	.....
Asia:				
British India .....	.....	.....	11,186	.....
China	480	.....	11,971	.....
Chosen	800	.....	.....	.....
Hongkong	1,562	.....	5,493	.....
Japan	5,000	.....	2,624	.....
Oceania:				
Philippine Islands	24,340	600	18,003	.....
Miscellaneous ..	608	.....	895	.....
Africa:				
Miscellaneous ..	36	.....	90	.....
Total, March, 1923	530,609	276,875	3,198,763	3,354,440
Total, March, 1922	673,369	151,984	642,857	2,708,906
Jan.-March (Inc.), 1923	1,553,574	638,534	3,948,088	8,525,549
Jan.-March (Inc.), 1922	1,712,629	479,551	1,568,525	7,364,322

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were dull and steady during the latter part of the week with cash demand only fair, foreign market irregular and hog receipts surprisingly liberal. Packers were moderate sellers and commission houses scattered buyers.

Cottonseed Oil.

Cottonseed oil was quiet but the firm government report was bullish, causing buying and covering. But cash trade was limited and unsteady.

The lard market checked advances April consumption was 151,000 bbls., against 110,000 bbls. last year. The visible supply is 720,000 bbls., against 861,000 bbls. last year. Should consumption balance the season totals the same as last year and the trade looks for a carry-over of only 250,000 bbls.

Quotations on cottonseed oil at Friday noon were: May, \$11.59@11.80; July, \$11.17@11.19; September, \$10.95@10.96; October, \$9.90@9.93; December, \$8.75@8.81.

Tallow.

Extra tallow at New York sold at 7½c. A decline of another ¼c is reported.

Extra, 7¼c sales.

Oleo Oil and Stearine.

Sales, 10c; extra oleo oil, 13¾c.

FRIDAY'S GENERAL MARKETS.

New York, May 18, 1923.—Spot lard at New York, prime western, \$11.75@11.85; Middle West, \$11.65@11.75; city steam, \$11.25; refined, continent, \$12.50; South American, \$12.75; Brazil kegs, \$13.75; compound, \$13.25@13.50.

Liverpool Provision Markets.

Liverpool, May 18, 1923.—(By Cable.)—Quotations today: Shoulders, square, 54s (\$12.74); shoulders, picnics, 53s (\$12.19); hams, long cut, 94s (\$21.71); hams, American cut, 83s (\$19.09); bacon, Cumberland cut, 66s (\$15.25); bacon, short backs, 65s (\$15.02); bacon, Wiltshire, 65s (\$14.95); bellies, clear, 97s (\$22.31); Australian tallow, 40s 6d; spot lard, 62s (\$14.32).

Hull Oil Market.

Hull, England, May 18, 1923.—(By Cable.)—Refined cottonseed oil, 44s 5d (\$10.26); crude cottonseed oil, 39s 6d (\$9.12).

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to May 18, 1923, show exports from that country were as follows: To England, 154,184 quarters; to the Continent, 16,184 quarters; to other ports, none. Exports for the previous week were as follows: To England, 84,963 quarters; to the Continent, 2,498 quarters; to other ports, none.

NEW YORK LIVESTOCK.

The following are the receipts for week ending Saturday, May 12, 1923:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,028	7,363	8,257	10,061
New York	414	6,783	22,928	5,772
Central Union	3,867	2,014	220	15,671
Total for week	7,309	16,160	31,405	31,504
Previous week	9,242	18,193	34,344	26,550
Two weeks ago	10,772	22,224	37,841	39,793

NEW YORK LARD EXPORTS.

Exports of lard from New York from May 1 to May 12, 1923, according to unofficial reports, were 42,953,768 lbs; tallow, 780,000 lbs.; greases, 708,000 lbs; and stearine, 62,000 lbs.

MEAT HOLDINGS AT FOUR CENTERS.

Stocks of meat in cold storage warehouses and meat packing establishments at Chicago, New York, Boston and Philadelphia on May 1, 1923, are officially reported as follows, 000 omitted:

	Chicago.	Boston.	New York.	Phila.
Beef, frozen	23,625	1,756	5,516	521
Beef, in cure	4,374	390	1,471	607
Beef, cured	6,481	447	961	226
Pork, frozen	58,356	13,932	7,479	2,802
Pork, D. S., in cure	22,470	1,118	1,199	159
Pork, D. S., cured	30,643	1,112	973	247
Pork, pickled, in cure	49,296	7,357	5,917	3,274
Pork, pickled, cured	47,276	7,262	4,821	2,845
Lamb and mutton, froz.	97	1,395	2,989	356
Meats, miscellaneous	19,120	2,638	4,521	322
Lard	25,446	2,715	1,916	957

*Frozen and cured trimmings and edible offal.

FROZEN AND CURED MEAT STOCKS.

Cold storage holdings of frozen and cured meats in the United States on May 1, 1923, with comparisons, are officially reported, 000 omitted, as follows:

Commodity.	Apr. 1, 1923.	May 1, 1923.	May 1, 1922.	May 1, 1921.
Beef, frozen	65,292	142,756	45,341	54,156
Beef, fully cured	13,163	23,611	8,407	12,320
Beef, in process of cure	12,047	(*)	10,759	11,579
Pork, frozen	189,145	141,211	103,907	212,164
Pork, dry salt	96,919	349,616	70,829	120,080
In process of cure	109,510	(*)	11,201	106,676
Pork, pickled	189,780	379,614	134,189	208,248
In process of cure	279,370	(*)	214,115	286,693
Lamb and mutton, frozen	6,635	8,150	2,071	5,768
Meats, miscellaneous	69,997	84,785	52,068	69,412
Lard	66,743	121,217	96,655	84,495

*Prior to 1920, figures for cured meats included those for meats still in process of cure.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 12, 1923, with comparisons, as follows:

	Week ending May 12, 1923.	Previous week, May 5, 1923.	Cor. week, May 12, 1922.
Western dressed meats:			
Steers, carcasses	7,743	8,391	7,598
Cows, carcasses	609½	601	420
Bulls, carcasses	924	954	163
Veal, carcasses	12,681	11,996	21,884
Hogs and pigs	1,026	2,144	.....
Lamb, carcasses	20,543	25,546	27,377
Mutton, carcasses	7,420	3,392	.....
Beef cuts, lbs.	192,385½	129,073	.....
Pork cuts, lbs.	963,283	1,035,691	934,403
Local slaughter, Federal inspection:			
Cattle	10,084	10,905	10,805
Calves	16,694	17,243	19,292
Hogs	54,094	53,804	42,639
Sheep	35,022	36,853	28,850

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 12, 1923, with comparisons:

	Week ending May 12, 1923.	Previous week, May 5, 1923.	Cor. week, May 12, 1922.
Western dressed meats:			
Steers, carcasses	2,973	3,221	3,220
Cows, carcasses	820	991	1,019
Bulls, carcasses	1,598	1,213	1,200
Lamb, carcasses	11,449	14,978	11,290
Mutton, carcasses	706	603	299
Pork, lbs.	189,469	110,894	117,658
Local slaughters:			
Cattle	1,391	1,355	1,517
Calves	4,031	3,476	4,211
Hogs	15,296	15,322	15,142
Sheep	4,332	6,663	6,162

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 12, 1923, with comparisons:

	Week ending May 12, 1923.	Previous week, May 5, 1923.	Cor. week, May 12, 1922.
Western dressed meats:			
Steers, carcasses	2,649	3,725	2,593
Cows, carcasses	367	464	510
Bulls, carcasses	255	236	271
Veal, carcasses	2,356	2,610	1,785
Lamb, carcasses	5,629	9,801	6,175
Mutton, carcasses	1,934	1,723	917
Pork, lbs.	319,527	417,543	519,741
Local slaughters:			
Cattle	2,380	2,236	2,917
Calves	3,452	2,954	3,150
Hogs	21,392	21,392	17,978
Sheep	5,087	5,685	6,741

RECEIPTS AT CENTERS.

SATURDAY, MAY 12, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	500	7,000	3,000
Kansas City	700	1,200	3,000
Omaha	100	6,500	.....
St. Louis	300	3,500	200
St. Joseph	200	2,000	3,000
Sioux City	300	4,000	.....
St. Paul	200	700	.....
Oklahoma City	100	200	.....
Fort Worth	400	500	.....
Milwaukee	.....	100	.....
Denver	1,000	1,000	1,000
Louisville	100	1,000	300
Wichita	200	600	100
Indianapolis	200	6,000	200
Pittsburgh	100	1,500	500
Cincinnati	300	2,000	400
Buffalo	100	2,500	500
Cleveland	100	2,000	500
Nashville	100	1,000	200
Toronto	300	600	.....

MONDAY, MAY 14, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	47,000	9,000
Kansas City	12,000	14,000	14,000
Omaha	8,000	10,000	19,500
St. Louis	3,000	16,500	1,000
St. Joseph	2,500	5,500	2,500
Sioux City	3,000	7,000	500
St. Paul	2,500	6,000	1,500
Oklahoma City	1,700	1,900	500
Fort Worth	6,000	1,500	2,000
Milwaukee	100	300	.....
Denver	11,000	1,400	400
Louisville	1,000	3,100	600
Wichita	1,100	1,500	.....
Indianapolis	800	8,000	100
Pittsburgh	1,300	8,000	2,700
Cincinnati	1,200	7,800	100
Buffalo	1,500	13,000	12,600
Cleveland	1,300	6,000	1,200
Nashville	700	2,700	200
Toronto	4,300	5,100	100

TUESDAY, MAY 15, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	22,000	11,000
Kansas City	11,000	15,000	7,000
Omaha	7,500	8,500	6,000
St. Louis	4,500	18,000	1,000
St. Joseph	3,000	5,500	4,500
Sioux City	4,000	7,500	200
St. Paul	2,000	11,500	300
Oklahoma City	400	700	.....
Fort Worth	3,500	1,200	1,000
Milwaukee	700	3,000	200
Denver	3,400	2,700	1,200
Louisville	400	1,500	500
Wichita	800	1,600	.....
Indianapolis	1,300	12,000	100
Pittsburgh	100	1,500	300
Cincinnati	400	5,700	400
Buffalo	2,000	22,000	1,000
Cleveland	300	3,000	500
Nashville	200	1,800	200
Toronto	1,200	1,800	100

WEDNESDAY, MAY 16, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	18,000	11,000
Kansas City	9,000	12,000	6,000
Omaha	7,500	13,500	9,000
St. Louis	2,500	17,000	2,500
St. Joseph	2,500	10,000	4,000
Sioux City	2,400	15,000	1,500
St. Paul	2,100	11,500	300
Oklahoma City	700	2,000	.....
Fort Worth	4,500	1,000	1,300
Milwaukee	300	1,500	100
Denver	3,600	2,000	1,000
Louisville	400	2,200	.....
Wichita	800	1,500	.....
Indianapolis	1,200	12,000	100
Pittsburgh	100	2,000	800
Cincinnati	700	5,000	1,000
Buffalo	100	2,500	1,000
Cleveland	300	3,500	1,000
Nashville	200	1,700	200
Toronto	1,100	1,500	200

THURSDAY, MAY 17, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	36,000	12,000
Kansas City	3,500	12,000	6,000
Omaha	4,500	14,500	8,500
St. Louis	2,500	14,000	2,500
St. Joseph	2,000	11,500	1,500
Sioux City	1,400	13,500	.....
St. Paul	1,600	9,000	200
Oklahoma City	400	1,400	.....
Fort Worth	3,000	1,500	3,000
Milwaukee	700	3,000	100
Denver	1,100	2,700	2,000
Indianapolis	1,200	12,000	100
Pittsburgh	.....	3,000	1,000
Cincinnati	500	5,500	1,000
Buffalo	.....	2,200	1,000

FRIDAY, MAY 18, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	35,000	9,000
Kansas City	2,000	5,000	3,000
Omaha	2,000	8,000	6,500
St. Louis	1,000	13,500	1,000
St. Joseph	900	7,000	2,500
Sioux City	1,700	12,000	.....
St. Paul	800	8,000	100
Oklahoma City	800	3,000	.....
Fort Worth	1,800	1,000	1,500
Milwaukee	100	500	.....
Denver	2,200	700	1,700
Indianapolis	1,000	15,000	1,000
Pittsburgh	3,000	1,000
Cincinnati	500	5,700	3,000
Buffalo	200	6,400	6,000

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LOUISVILLE

(Special Letter to The National Provisioner.)
Louisville, Ky., May 16.

A larger supply of cattle arrived during the first half of the week and with a good demand for the desirable butcher stock prices were fully steady to strong. Several loads of nice tidy heifers brought \$8.75 with one load of choice finished white-face heifers and steers at \$9.50, the highest price on this market in over a year. Bull values were strong with offerings light. Cow trade continues brisk, canners \$2.50 down. A big supply of stockers arrived with a dull trade on the common selections.

Cattle quotations follow: Prime heavy steers, \$8.50@9.00; heavy shipping steers, \$7.50@8.50; beef steers, \$5.50@9.00; fat heifers, \$6.00@9.00; fat cows, \$5.50@7.50; bulls, \$4.00@6.00.

Hog values held steady for the first three days of the week with a good outlet for the offerings. Supply totaled around 8,000 with a good clearance daily. The local call continues good. Hog quotations follow: Top hogs, 165 lbs. up, \$7.90; 120 to 165 lbs., \$7.35; pigs, 90 to 120 lbs., \$6.15; 90 lbs. down, \$5.00; throw-outs, \$5.90 down.

Sheep and lamb receipts were fairly liberal this week and indications point towards a continued big movement right along. The market has been brisk and the eastern call urgent with the result that values are 50@75c higher so far this week. Bulk of the top lambs sold today at \$17.25 with several loads of choice ewe and wether lambs at \$17.50. Best fat clipped sheep, \$5.50@6.50, according to weight; bucks, \$3.00@4.00; wool sheep, 50c@\$1.00 above these prices.

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LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, May 17.

Most killing classes of cattle sagged early in the calendar week but, favorably influenced by broader shipping demand later, came back with a gusto at the close which carried beef steers and yearlings 10@15c higher than a week earlier. Lower grades reflected the most advance. Top matured steers at \$10.50 equalled last week's peak figure for such kinds. The price lid on long yearlings was tilted today to \$10.40, the highest price that youngsters had commanded locally since the middle of February. Other killing classes of cattle sold unevenly higher, fat cows and canners and cutters closing strong to 25c up, beef heifers 25@40c higher, with spots considerably more, while bulls advanced 15@25c and veal calves gained \$1.00@1.50.

Approximately 10,000 more cattle arrived at ten large markets during the first four days of the calendar week. Chicago's bovine contingent reflected only a slight increase, however, for this period. Approximately 67,000 fewer hogs arrived at ten markets, the decrease locally being around 23,000. Ovine receipts were generally under a year ago, this being an in-between season period when old croppers are being cleaned up and when springers are being offered rather meagerly.

Hogs closed steady to 15c higher, good 220 to 270 lb. butchers reflecting the most advance. Packing sows held largely steady, a price spread of \$6.50@6.90 embracing the bulk, some comparatively light kinds making \$7.00. Shipping demand was moderate, outsiders showing most interests for finished butchers averaging 240 to 250 lbs. Many lights included in the receipts lacked high finish, the same being true of a liberal quota of medium and heavy butchers.

The upturn in fat lambs was spectacular. In reaching \$17.00 woolled offerings sold highest since June, 1920. Handyweight shorn descriptions cashed upward to \$15.60 and price upturns of \$1.00@1.50 were in evidence today as contrasted with a week ago. Yearlings gained 50c@1.00 and aged sheep 25@50c.

Several hundred head of beef steers sold today at \$10.00 and above. Bullocks at the high price mark averaged 1,538 to 1,561 lbs. There were numerous lots of handy and weighty steers scaling 1,150 to 1,550 lbs. today and earlier in the week at \$10.00@10.40, although nothing exceeded \$10.35 on Monday and \$10.25 measured the peak price on Tuesday's saggy session. Bulk of beef steers today cashed at \$8.75@10.00. Few except plain light steers went to killers under \$8.25.

On today's scramble for numbers a few highly finished Koshers cows exceeded \$8.50 and most beef cows turned at \$6.25@7.50, canners and cutters being most numerous at \$3.75@5.00, although many dairy bred cows falling in these grades were discounted 25@50c. Majority of bologna bulls turned at \$5.25@5.50. Vealers were most numerous on packer account at \$10.00@10.50, while shippers handpicked upward to \$12.00.

One load of selected 200 lb. hogs made \$8.00 today, while choice lights turned at \$7.90@7.95 and finished 260 to 280 lb. butchers reaped \$7.80@7.85. These prices illustrated the relatively narrow price spread on butcher hogs. The week's high mark was \$8.05 and the low figure \$7.95. The average price of packer and shipper droves locally last week was \$7.66.

Most old crop lambs arrived shorn. At the peak of the advance most clippers turned at \$14.50@15.25 with only a meager quota of extremely heavy kinds around \$12.50@13.50. The latter were similar in weight and quality to descriptions ab-

sorbed by killers and exporters a few weeks ago at \$10.00@10.50. High mark wool lambs at \$17.00 averaged 75 lbs. Strong weight offerings predominated. A feature of the trade was the season's initial arrival of a sizable string of California yearlings averaging 98 to 99 lbs. These sold at \$13.50. Some fed shorn yearlings turned at around \$11.00@12.00. More than 30 loads of California springers averaging 67 to 73 lbs. turned at \$17.00@17.25 with a light sort at \$13.50@14.50. First Montana springers of the season brought \$16.50. Native springers sold upward to \$17.40.

Well conditioned handyweight shorn ewes sold upward to \$7.50, 132 lb. Montanas making \$7.00. Fat ewes scaling around 160 lbs. at \$6.00 illustrated the upturn on heavy sheep. Plainer and weightier ewes sold downward to \$5.50 and below. Texas wethers averaging 105 to 110 lbs. sold at \$8.60.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 16.

For the period of May 10 to May 16 inclusive receipts were 17,100 cattle, 80,000 hogs, 7,800 sheep.

Steady to strong prices prevail in the native division of the cattle market and therefore with only moderate receipts, clearances are good. The range in the steer department is from around \$7.00 for the plain and medium kind up to \$10.00 as the top, the bulk ranging from \$7.50@9.00. In butcher stock the range is from \$7.00@9.50 with numerous sales reported in the \$9.00 column. The top for the week was on a load of 886-lb. Missouri fed Hereford yearlings which brought \$10.00. Our Texas offerings did not fare so well this week. They are quoted at 25@40c lower than the close of last week and ranged from \$7.00@7.50, the top figure being paid on a load averaging 1,159 lbs., sold in the quarantine division. All kinds of cows are fully steady; they range from \$4.25@7.00 with a few fancy ones going up to \$7.50. Bulls sold in a spread of \$5.00@6.00 with plainer offerings down to \$4.00.

The trend in the hog market this week is towards a higher basis. At this writing we are right at 40c higher than a week ago. Fairly heavy butcher hogs and good heavy hogs are selling at the top of the market as well as are light shipping weight hogs. The demand, however, for the heavier grades is stronger this week than at any time during the season. We are receiving a great many light unfinished hogs but the average quality is fair to good. Today's quotations are: Mixed and butchers, \$7.90@8.05; good heavies, \$7.85@8.00; roughs, \$6.15@6.40; lights, \$7.95@8.00; pigs, \$5.25@7.50; bulk, \$7.95@8.00.

Higher prices prevail in the sheep house on all grades of lambs. Choice spring lambs sold at the highest price of the season on Wednesday when \$17.25 was paid for a load of choice lambs. Clipped lambs are quoted up to \$15.00, fair to medium lambs \$15.00@16.00. Matured sheep hold to a steady basis, good light weight muttens are bringing \$7.00, plain heavy ewes \$6.00, choppers and bucks \$3.50@4.50.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City, Mo., May 16.

The cattle market in the past week has developed considerable unevenness, choice to prime fed steers in the first two days made a slight advance and sold in a new high position for the season, with the top price for strong weight steers \$10.15. Tops for yearlings \$10.25, and a few selected heifers at \$10.25 also. Today the market weakened and closed 10@15c over Tuesday's best time. While the fed cattle have held up well, a heavy run of South Texas

grass fat cattle broke 35@50c. Today's offering of this class of cattle in the quarantine division was 85 carloads and they sold at \$5.00@7.25. These steers are coming in good flesh and some are unusually heavy. One fifteen-car bunch averaged 1,330 lbs. and most of the offerings weighed from 900 to 1,180 lbs. A further break in the market, however, will curtail this movement as grass in Texas is unusually good and the cattle will be more evenly divided over a larger market period.

Cows and heifers are about steady with a week ago. Price cows sold at \$7.75@8.00, and the choice cows \$6.50@7.75. The plainer classes brought \$4.50@6.00, and canners and cutters \$2.75@4.25. Veal calves are 50c higher for the week, and tops on choice light weight veals today being \$10.50. Bulls are 25c higher, selling mostly at \$4.50@5.75.

A general upward tendency developed in the hog market after Wednesday of last week but the demand lacked urgency today, and the general market weakened slightly from the high level of Tuesday. The top was \$7.75, and the bulk of all the good to choice hogs sold at \$7.55@7.70. These prices are 35@40c higher than a week ago, when the market was at the lowest point of the year. Packing sows are selling at \$6.10@6.25 and pigs \$6.00@7.00.

A sharp advance occurred in all classes of lambs. Today California spring lambs sold up to \$16.75. Fed western lambs in fleece sold up to \$16.25 and clipped lambs \$14.00@14.25. These were the highest prices this year. Sheep, however, are lower. Receipts of South Texas grass fat grades are increasing, and choice shorn wethers are selling at \$7.75@8.10 and shorn ewes \$5.50@7.25.

Several thousand goats sold this week at \$3.50@3.85.

Indications are that the receipts of South Texas grass sheep will continue heavy.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., May 16.

Prices for fat cattle advanced 15@25c the first half of this week and both local packers and shipper buyers are taking the offerings freely at the higher levels. Weight and finish find favor with all and it is rather slow going for the unfinished yearlings and light weights.

Good to choice beef steers and yearlings are selling at \$9.50@10.00, the fair to good kinds going at \$8.50@9.25, and the common to fair lots at \$7.75@8.25 and on down. Good to choice corn-fed heifers are bringing \$8.00@8.75 and best of the cows \$6.50@7.50. Canners and cutters find a broad outlet at \$3.00@5.00. Veal calves are higher at \$6.00@12.00, and bulls, stags, etc., stronger at \$4.50@8.00.

With lighter receipts of hogs, 33,000 for the past three days, the market has recovered fast and prices are 25@35c higher than a week ago. Best light weights sold up to \$7.50 today as against \$7.25 last Wednesday, and bulk of the trading was at \$7.30@7.40 as against \$6.95@7.10 one week ago.

Fat lambs have scored an almost sensational advance of \$1.00@1.50 and buyers are scrambling for them at the advance. California spring lambs brought \$16.00@16.65 today and clipped lambs sold at \$14.00@14.50. No woolled lambs are coming at this time. Few aged sheep are coming but fat ewes sell readily at \$5.00@7.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., May 15.

Cattle receipts for the week to date numbered around 5,800 compared with 4,107 for the same days a week ago. Beef steers and yearlings were plentiful and the market carried an active tone with

prices strong to a shade higher for the period. Best steers sold at \$9.65, and bulk of sales ranged \$8.75@9.50. Quality was better than last week and sales around \$9.50 were numerous. Few steers sold under \$8.50. Colorados sold \$8.85@9.30. Yearling steers and mixed steers and heifers sold up to \$9.50, with bulk of mixed stock \$8.50@9.25. Heifers in load lots sold up to \$8.85 and common kinds ranged down to \$6.00.

Cows were scarce and demand good, values being quoted strong for the two days. Choice cows sold up to \$7.50, and canners ranged down to \$2.50. Bulls are strong for the period, and calves are 50c higher. Best veals sold Tuesday at \$9.00. The supply of stocker and feeder cattle was too light to fully test values, though the feeling was strong. Sales were few, and included nothing of a choice character. Stock cows and heifers were scarce and the market steady.

Hog receipts were light for two days, totaling around 11,500, compared with 19,144 last week. Light supplies at all points served to strengthen the market and values are 15@25c higher than last week's close. The top Tuesday was \$7.70 and bulk of sales \$7.50@7.70. Packing sows sold at \$6.25 and stags \$5.25.

Sheep receipts were around 8,000 for the period and consisted mostly of lambs, including seven loads of California springers Tuesday. There was a strong demand for lambs and prices are 75c higher than last week's close. Colorado fed lambs sold Tuesday at \$16.25, and California springers \$16.50. Clipped lambs sold at \$14.10, with choice kinds quoted at \$14.25. Sheep are weak to 25c lower. Texas clipped wethers sold at \$7.75 and native ewes around \$6.75.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 16.

Cattle are coming in about normal volume for the time of year, but are showing a big proportion of well fattened stock. Demand has been running active and the trend of prices has been strong all week. While there have been no fancy tops made there have been many sales at prices running from \$9.00 to \$9.80, all weights where good to choice getting within this range; fair to good grades \$8.25@9.00, and ordinary to fair \$7.50@8.25. A few fancy yearling heifers \$8.50, but not many above \$8.00 and bulk of beef cows and heifers \$6.50@7.75. Bulk of stockers and feeders \$6.50@7.75. Fancy veals are up to \$12.00. Total receipts of cattle for the week around 12,000.

Hogs are still coming in seasonably large numbers but with quality running off slightly. The market has picked up sharply during the week and after a Wednesday decline of 5@10c is still around 30c higher than a week ago. Best of the butchers on day of this writing \$7.50 with bulk of all sales at \$7.30@7.40, quite a number of the half-fat packers at around \$7.20, and throw-out sows sharply discounted. Looks like plenty of hogs yet back in this section. Total here first half of this week, 27,000.

No sheep are coming to this market at this time.

ST. PAUL.

Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., May 16.

Receipts of cattle up to mid-week totaled about 6,200 compared with actual marketings of nearly 8,000 for the same period of last week. Due to the lighter supply, the market for killing classes of cattle carried a strong undertone and compared with a week ago prices are largely strong to 25c higher. Heavy bullocks of a choice grade averaging 1,309 lbs. sold in today's

trade at \$9.25, being the highest price paid here for this weight beef steers for the year to date.

Cattle quotations follow: Beef steers, choice, \$9.00@9.50; good, \$8.50@9.00; medium, \$7.50@8.50; common, \$6.75@7.50. Fat heifers, \$5.50@8.50; bulk, \$6.50@7.50. Fat cows, \$4.50@7.50; bulk, \$5.50@6.50. Canners and cutters, \$2.75@4.00. Bologna bulls, \$4.00@5.00; bulk, \$4.50@5.00. Best light veal calves, \$7.75@9.00; bulk, \$8.00@8.50.

Hog receipts for the first half of the week totaled 32,000, against about 45,600 a week ago, and 27,700 a year ago. Last week's dullness in the hog market has been replaced by a fairly active demand both on the part of shippers and order buyers and the market has shown a net gain of around 25c compared with a week ago. Best 150 to 180-lb. averages topped today at \$7.45 to shippers, mixed lights and butchers selling to order buyers mostly at \$7.40, to packers \$7.35, with a few sales of heavy butchers or mixed lots carrying occasional smooth packers on down to \$7.00. Bulk of the packing sows brought \$6.00; pigs, \$7.00@7.10.

Fat lambs have advanced about \$1.00 during the week with sheep holding practically steady. Good to choice shorn lambs are quotable from \$13.50@14.25, best light shorn ewes selling at \$8.00.

PACKERS' PURCHASES.

Purchase of livestock by packers at principal centers for the week ending Saturday, May 12, 1923, are reported by The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,327	18,100	10,916
Swift & Co.	7,374	17,400	18,459
Morris & Co.	5,885	5,500	5,263
Wilson & Co.	6,400	18,400	6,800
Anglo-Amer. Prov. Co.	1,188	7,300	.....
C. H. Hammond Co.	3,118	8,300	.....
Libby, McNeill & Libby	816	.....	.....
Brennan Packing Co.	6,600 hogs; Miller & Hart	.....	.....
5,600 hogs; Independent Packing Co.	6,300 hogs; Boyd,	.....	.....
Lunham & Co.	7,200 hogs; Western Packing & Provision Co.	10,900 hogs; Roberts & Onke,	6,000 hogs; others, 20,500 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,255	526	15,067	3,299
Cudahy Pkg. Co.	2,214	857	9,858	4,147
Fowler Pkg. Co.	380	.....	.....	.....
Morris & Co.	3,057	1,016	10,190	2,938
Swift & Co.	3,813	414	19,457	4,720
Wilson & Co.	3,275	290	11,401	4,434
Local butchers	594	292	2,533	37
Total	17,094	3,408	68,506	19,575

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	5,316	9,594	12,353
Cudahy Pkg. Co.	4,338	12,032	12,023
Dold Pkg. Co.	1,012	5,069	.....
Morris & Co.	4,451	5,480	5,904
Swift & Co.	6,187	8,900	14,180
Glassberg, M.	14	.....	.....
Higgin Pkg. Co.	15	.....	.....
Hoffman	85	.....	.....
Mayerowich & Vall.	84	.....	.....
Mid West Pkg. Co.	49	.....	.....
O'Dea, P.	16	.....	.....
Omaha Pkg. Co.	42	.....	.....
John Roth & Son	102	.....	.....
So. Omaha Pkg. Co.	60	.....	.....
Lincoln Pkg. Co.	611	.....	.....
Nagle Pkg. Co.	328	.....	.....
Sinclair Pkg. Co.	277	.....	.....
Wilson & Co.	589	.....	.....
J. W. Murphy	.....	8,548	.....
Swartz & Co.	.....	3,068	.....
Others	30	477	.....
Total	23,025	53,218	44,479

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,501	11,400	1,863
Swift & Co.	4,015	12,519	2,063
Morris & Co.	677	6,688	578
St. Louis Dressed Beef Co.	1,261	.....	.....
Independent Pkg. Co.	202	.....	65
East Side	309	1,335	394
Hell	204	2,144	.....
Krey Pkg. Co.	102	1,152	.....
American Pkg. Co.	144	2,043	.....
Sartorius Provision Co.	11	271	.....
Sacks Bros. Pkg. Co.	172	1,673	21
Butchers	5,191	34,969	772
Total	15,789	73,224	5,756

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,574	89	12,145	264
Armour & Co.	2,662	72	10,647	21
Swift & Co.	1,438	17	709	.....
Sacks Bros. Pkg. Co.	54	51	.....	.....
Smith Bros. Pkg. Co.	71	18	.....	.....
Local butchers	61	44	9	.....
Eastern packers	194	.....	26,215	.....
Total	7,064	291	49,785	285

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,708	125	15,833	10,905
Hammond Pkg. Co.	1,757	241	8,279	2,889
Morris & Co.	1,590	307	7,421	1,438
Others	2,971	139	6,880	761
Total	7,996	813	38,413	15,973

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,866	5,048	23,370	567
Hertz & Rifkin	172	90	.....	.....
Katz & Horne Pkg. Co.	455	416	.....	.....
R. J. King	6	28	.....	.....
Swift & Co.	2,909	7,800	34,675	513
Others	844	445	2,372	.....
Total	6,252	13,836	60,417	1,080

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	953	479	4,513	1
Wilson & Co.	1,433	191	5,390	3
Local butchers	49	31	370	.....
Total	2,435	701	10,282	4

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn & Son	387	71	3,294	168
Kroger Groc. & Bak. Co.	338	90	907	.....
C. A. Freund	84	74	216	.....
Gus Juengling	227	137	.....	60
J. F. Schroth Pkg. Co.	22	.....	3,221	.....
H. H. Meyer Pkg. Co.	44	.....	2,795	.....
J. Hilberg & Son	248	.....	.....	57
W. G. Rehn & Son	248	.....	.....	.....
Peoples Pkg. Co.	146	241	.....	.....
J. Bauer & Son	114	.....	.....	.....
A. Sander Pkg. Co.	.....	2,020	.....	.....
J. Vogel & Son	.....	902	.....	.....
J. Hoffman's Sons Co.	.....	497	.....	.....
Lohrey Pkg. Co.	.....	199	.....	.....
Ideal Pkg. Co.	.....	943	.....	.....
Sam Gall	.....	196	.....	.....
J. Schlacter & Son	.....	36	.....	.....
Erhardt & Son	37	.....	47	.....
B. Blackburn	.....	.....	30	.....
J. Stegner	.....	.....	12	.....
Total	1,880	639	15,184	606

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,087	3,116	16,140	403
Kingman & Co.	2,303	406	19,811	241
Moore & Co.	.....	.....	1,501	.....
Ind. Abat. Co.	283	59	1,348	222
Armour & Co.	124	31	82	.....
Hilgemeier & Bro.	.....	.....	1,006	.....
Brown Bros.	133	19	.....	19
Schussler Pkg. Co.	35	24	473	.....
Meier Pkg. Co.	.....	.....	293	.....
Ind. Provision Co.	.....	.....	291	.....
Worm & Co.	145	161	.....	.....
Miscellaneous	347	105	307	4
Total	5,257	3,760	45,150	889

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	437	331	8,787	381
Dold Pkg. Co.	222	29	5,575	.....
Local butchers	36	.....	.....	.....
Total	695	350	14,362	381

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,037	13,521	9,724	24
Swift & Co.	15	.....	.....	.....
Swift & Co. Harrison	.....	.....	.....	.....
United Dressed Beef Co.	47	.....	.....	.....
The Layton Co.	.....	.....	1,267	.....
R. Gunz & Co.	101	41	117	.....
E. C. Gross & Bros.	82	62	62	.....
Butchers	174	633	165	9
Traders	600	118	14	1
Total	2,141	14,375	11,349	34

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending May 12, 1923, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
	May 12.	Previous week.		
Chicago	30,108	30,148		
Kansas City	17,094	19,289		
Omaha	23,025	25,080		
St. Louis	15,789	17,850		
Sioux City	7,064	6,188		
St. Joseph	7,966	11,462		
St. Paul	6,252	.....	
Oklahoma City	2,435	2,811		
Cincinnati	1,880	1,532		
Indianapolis	5,257	4,492		
Wichita	695	831		
Milwaukee	2,141	1,700		

	Hogs.	Sheep.
Chicago	151,600	154,200
Kansas City	68,506	67,527
Omaha	53,218	74,561
St. Louis	73,224	83,694
Sioux City	49,785	51,857
St. Joseph	38,413	40,071
St. Paul	60,417	.....
Oklahoma City	10,282	12,140
Cincinnati	15,184	14,958
Indianapolis	45,150	47,505
Wichita	14,362	18,329
Milwaukee	11,349	8,365

	Sheep.	
Chicago	41,438	15,991
Kansas City	19,575	21,932
Omaha	43,574	43,574
St. Louis	5,756	5,756
Sioux City	285	387
St. Joseph	15,973	16,829
St. Paul	1,080	.....
Oklahoma City	2,435	32
Cincinnati	606	780
Indianapolis	889	629
Wichita	381	348
Milwaukee	34	90

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—Ten thousand native steers sold at 18c for April and 18½c for Mays. Some inquiries still around on branded steers and native bulls. Cow stuff not in request. Traders feel that the market is about to open up. Texas and butts quoted 17½c, Colorados 16½c, brd. cows 13c; heavy and light cows 15c; bulls 13@14c.

COUNTRY HIDES.—Traders are taking a slightly more optimistic view of the market and report a little more nibbling on the part of tanners. There seems to be less of a disposition on the part of the outside dealers to rush for cover as offerings from the country districts are relatively small at the moment. These collectors feel their ends will be better served by waiting for tanners to manifest a trifle more interest. The better tone to the South American situation and increasing interest in domestic packers are factors which are expected to result in stimulating interest in country varieties. A car of Michigan extremes in straight weights and containing 10 per cent grubs sold at 13½c f. o. b.

All weight hides in the country sections are quoted at 11½@12½c delivered basis for sections and descriptions. Some Ohio, Michigan and similar all weights are quoted out at 12½@13c. Heavy steers here display nothing new in the way of market feature and are quoted 13@14c with the inside nearer the market for business. Heavy cows and butts are quoted locally at 12½@13c for qualities. Extremes 13½@14c for average to good quality material. Some Ohios are still held up to 14½c basis. A recent sale of southern goods was effected in middle sectioned goods at 12c flat f. o. b. Branded country hides are held firmly outside and locally and considered worth about 10½@11c flat basis. Country packer branded hides quoted at 12@12½c; bulls 11@11½c; country packer bulls sold at 14c for a big car of April-May goods. Glue hides are unchanged about 8@8½c.

NORTHWESTERN HIDES.—No late developments noted in Twin Cities markets. Tanners are making no overtures for material and sellers are making no efforts to sell temporarily. Values are nominally unchanged. All weight hides are quoted 12½@12½c; heavy weights 12½@12½c, and lights 13½@13½c nominal. Bulls 11c; kipskins 13½@14½c; calfskins 15@17½c as to lots; horse \$4.50@5.00.

CALFSKINS.—An active market at stronger levels is noted. One packer moved about 50,000, being May production, calfskins at all points at the new level of 19½c, to large western tanner. This registers half a cent advance for such salting. A small parcel of about 2,500 May packer skins sold prior to this movement at 19c. City collectors have sold nothing above 18c as yet, but many of them view the strength in packers and recent advances in New York as cause for talking 18½c on further parcels. Tanners refuse to follow any upward tendency to the market on city skins. Outside parcels quoted 15@17½c for descriptions; deacons \$1.05@1.20. Kipskins are quiet; packers are held at 17c; cities 15½c; countries 14c.

MISCELLANEOUS MARKETS.—Dry hides are steady at 18@19c; horse hides are spotty, some mixed goods bringing \$5.25 and very best city renderers \$6.25; average qualities range down to \$4.50 paid for mixed. Packer pelts are quiet and nominal about \$3.25@3.50; spring lambs \$1.25@1.50; some Californians moved through this market to packer pulley which were worth at least \$1.50, it is said. Shearlings \$1.12½; small packer lambs sold down to 75c and shearlings to 60c recently. Dry pelts 29@32c; pickled skins \$5.75@7.25.

New York.

PACKER HIDES.—Quietness bordering on stagnation is still the noticeable feature of the city slaughter hide market. Values are entirely nominal. There is no demand. Slaughter in salt dates back to the first of the year in some cases. Killers wish to dispose of the winter goods before talking on the spring take-off. Winter natives quoted entirely nominal about 17@18c; butts, 16½c; Colorados, 15½c; cows, 13½c; bulls, 12½c.

SMALL PACKER HIDES.—There is no business passing as far as can be learned. Traders are waiting the cue from the standard slaughter descriptions. Buyers feel that 14c would be a right price for small packer current take-off and recent sales were effected at 14½@14½c. Steers quoted 16½c lately paid.

COUNTRY HIDES.—There is little sign of life manifested in the country descriptions though the situation does not appear utterly stagnated. An occasional car of stock moved, due to the imperative needs of tanners and on such stock full figures are usually obtained. There is also a little demand from tanners continually in the market for bargain parcels and such material retails at low levels. On account of the outlets being clogged real accurate market quotations are difficult to learn. Some Michigan extremes sold at 13½c f. o. b., including a sprinkling of grubs. Grub free goods quoted about 14c, while the Ohio shippers continue to ask up to 14½c. Western extremes are ranged down to about 13½c to include a sprinkling of grubs. Southern extremes from middle section sold at 12½c flat f. o. b. Canadian markets are very quiet.

CALFSKINS.—Some quiet business is going on in New York City skins, but details are slow to come to light. Recent bids of \$2.07½@2.80 were made and refused for medium and heavy skins following trades at those levels, and it is considered highly probable that the bids were renewed and accepted. The volume of the new business was relatively small. Lights along are quoted \$1.15@1.35 range for lights. Untrimmed stock, 16@18½c asked for cities; kip, \$3.20@4.25 last paid.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, May 19, 1923.—Quotations on hides at Chicago for the week ending May 19, 1923, with comparisons, are as follows:

PACKER HIDES.		Week ending May 19, '23.	Week ending May 12, '23.	Corresponding week, 1922.
Spread native steers	20 @ 22c	20 @ 22c	17½ @ 18c	
Heavy native steers	18½ @ 19c	18½ @ 19c	14 @ 14½c	
Heavy Texas steers	17½ @ 18c	17½ @ 18c	13 @ 13½c	
Heavy but branded steers	17½ @ 18c	17½ @ 18c	13 @ 13½c	
Heavy Colorado steers	@ 16½c	@ 16½c	12 @ 12½c	
Ex-Light Texas steers	13 @ 13½c	13 @ 13½c	10½ @ 11c	
Branded cows	13 @ 13½c	13 @ 13½c	10½ @ 11c	
Heavy native cows	15 @ 15½c	15 @ 15½c	12 @ 12½c	
Light native cows	14½ @ 15c	14½ @ 15c	12 @ 13c	
Native bulls	13½ @ 14c	13½ @ 14c	8½ @ 9c	
Branded bulls	11½ @ 12c	11½ @ 12c	7 @ 7½c	
Calfskins	18½ @ 19c	18½ @ 19c	15½ @ 16c	
Kip	16½ @ 17c	16 @ 16½c	14 @ 15c	
Slunks, regular	\$1.15@1.20	\$1.15@1.20	\$1.20@1.30	
Slunks, hairless	35 @ 75c	35 @ 75c	35 @ 75c	
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.

	Week ending May 19, '23.	Week ending May 12, '23.	Corresponding week, 1922.
Natives, all weights	14½ @ 15½c	15 @ 15½c	11½ @ 12c
Bulls, native	12½ @ 13½c	13 @ 13½c	6 @ 7c
Branded hides	12½ @ 13½c	13 @ 13½c	7 @ 8c
Calfskins	18 @ 18½c	18 @ 18½c	14½ @ 15c
Kip	15½ @ 16c	15½ @ 16c	13 @ 13½c
Light calf	\$1.30@1.35	\$1.30@1.35	\$1.25@1.30
Slunks, regular	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10
Slunks, hairless	35 @ 70c	35 @ 70c	30 @ 60c

COUNTRY HIDES.

	Week ending May 19, '23.	Week ending May 12, '23.	Corresponding week, 1922.
Heavy steers	13 @ 14c	13 @ 14c	8½ @ 9c
Heavy cows	12½ @ 13c	12½ @ 13c	8 @ 8½c
Butts	12½ @ 13c	12½ @ 13c	8 @ 8½c
Extremes	13 @ 14½c	13 @ 14½c	10½ @ 11½c
Bulls	11 @ 11½c	11 @ 11½c	@ 6c
Branded	11 @ 11½c	11 @ 11½c	@ 6c
Calfskins	14 @ 15c	14 @ 15c	12 @ 13c
Kip	13 @ 14c	13 @ 14c	11 @ 12c
Light calf	\$1.20@1.25	\$1.20@1.25	\$1.10@1.20
Deacons	\$1.00@1.15	\$1.00@1.15	\$0.90@1.00
Slunks, regular	60 @ 75c	60 @ 75c	60 @ 70c
Slunks, hairless	25 @ 30c	25 @ 30c	30 @ 35c
Horsehides	\$4.50@5.00	\$4.50@5.00	\$5.00@4.00
Hogskins	15 @ 20c	15 @ 20c	20 @ 25c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' price range ½@2c per lb. less.

SHEEPSKINS.

	Week ending May 19, '23.	Week ending May 12, '23.	Corresponding week, 1922.
Large packers	\$3.40@3.50	\$3.40@3.50	\$2.35@2.40
Small packers	\$3.00@3.30	\$3.00@3.30	\$2.00@2.10
Packer shear-lings	\$1.10@1.20	\$1.10@1.20	\$0.50@0.60
Packers' spring lamb	\$1.25@1.50	\$1.25@1.50	\$1.00@1.10
Country pelts	\$1.75@2.75	\$1.75@2.75	\$1.25@1.75
Dry pelts	29 @ 32c	28 @ 31c	17 @ 20c

TANNERS VOTE SUM FOR RESEARCH.

The tanners of the United States through their National Association, at their recent convention in New York City, the Tanners' Council, voted \$110,000 for the erection of a Research Laboratory Building at the University of Cincinnati. The discussion preceding the final decision on this important matter was weighty and decisive.

For many years, tanners have recognized the need of a research laboratory. About two years ago George D. McLaughlin, a competent chemist, was employed by the Tanners' Council and an excellent arrangement was made whereby he conducted research for the Tanners' Council in one of the buildings of the University of Cincinnati. This work was expanded in value and importance. The Institute of American Meat Packers is co-operating with the Tanners' Council in special research work.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, May 12, 1923:

CATTLE.		Week ending May 12, 1923.	Previous week, 1922.	Cor. week, 1922.
Chicago	30,108	30,148	31,486	
Kansas City	20,537	20,537	21,158	
Omaha	20,242	20,207	20,808	
East St. Louis	14,646	12,804	6,372	
St. Joseph	5,776	8,526	6,204	
St. Louis	7,048	8,195	6,158	
Cudahy	924	981	2,917	
Philadelphia	2,380	2,226	2,835	
Indianapolis	2,229	1,883	2,000	
Boston	1,391	1,355	1,517	
N. Y. and Jersey City	10,084	10,905	10,805	
Milwaukee	3,136	12,140	1,626	
Cincinnati	1,437	8,138		
		18,500		
HOGS.		Week ending May 12, 1923.	Previous week, 1922.	Cor. week, 1922.
Chicago	151,600	154,200	110,047	
Kansas City	68,624	67,671	51,284	
Omaha	40,867	37,236	45,443	
East St. Louis	49,004	52,348	34,684	
St. Joseph	31,696	34,183	33,312	
St. Louis	25,467	28,799	21,170	
Cudahy	16,137	19,747	10,852	
Ottumwa	7,500	8,100	8,400	
South St. Paul	12,349	12,515	10,351	
Fort Worth	57,400	51,100	38,355	
Philadelphia	4,700	6,500	8,500	
Indianapolis	23,165	21,392	17,978	
Boston	20,712	20,022	27,500	
N. Y. and Jersey City	15,296	15,322	15,142	
Oklahoma City	34,690	33,814	42,639	
Milwaukee	10,282	12,140	13,255	
Cincinnati	11,349	8,318	12,100	
	15,400	18,500	10,700	
SHEEP.		Week ending May 12, 1923.	Previous week, 1922.	Cor. week, 1922.
Chicago	41,438	15,991	48,210	
Kansas City	19,614	21,979	20,078	
Omaha	39,982	40,419	27,595	
East St. Louis	3,557	2,226	5,989	
St. Joseph	15,742	16,439	10,544	
St. Louis	214	648	1,443	
Cudahy	308	235	147	
Philadelphia	5,087	5,685	6,741	
Indianapolis	160	454	150	
Boston	4,332	6,663	6,162	
N. Y. and Jersey City	35,022	36,853	28,850	
Oklahoma City	4	32	7	
Milwaukee	33	90		

ICE AND REFRIGERATION

ICE NOTES.

M. C. Adams contemplates installing an ice plant at Millport, Ala.

Work has been started on the Marshall Ice Co.'s new \$75,000 plant at Greenville, S. C.

It is reported that an ice plant will be established at Opp, Ala., in the near future.

The plant of the National Ice Co., Stockton, Cal., was destroyed by fire recently.

The Rath Packing Co., Waterloo, Ia., will erect a new cold storage plant to cost \$150,000.

The city of Louisville, Ga., will build a \$13,500 ice plant, having a daily capacity of 10 tons.

Plans are under way for the construction of a \$125,000 cold storage plant at Oakland, Cal.

Tieton Cold Storage Co., has been incorporated at Tieton, Wash., with a capital stock of \$50,000, by W. I. Huxtable, H. E. Waterbury, Howard Williamson, J. F. Busch and D. V. Morthland.

Tatum's Ice Co., Inc., has been incorporated at Raleigh, N. C., with a capital of \$250,000 by Robah Tatum and C. L. Stafford.

The Polar Wave Ice Co. of St. Louis will erect a \$300,000 ice and cold storage plant at Moberly, Mo., having a daily capacity of 75 tons.

The Capital Ice Co. has been incorporated at Jackson, Miss., with a capital stock of \$100,000, by W. M. Wright, and Powell P. Vail, and Charles A. Zikes.

POULTRY IN COLD STORAGE.

Following is the official summary of cold storage holdings of poultry on May 1, 1923, with comparisons:

	May 1, 5-year average.	May 1, 1922.	May 1, 1923.
Broilers	6,158	5,377	6,540
Roasters	14,850	20,726	27,106
Fowls	8,521	6,702	11,993
Turkeys	5,927	6,022	12,364
Miscellaneous	11,884	12,033	17,645

Total

47,340 50,840 74,748

Note—These holdings include stocks in both cold storage warehouses and packing house plants. Thousands, i. e., 000, omitted from above tables.

DAIRY AND EGG STORAGE.

Cold storage holdings of dairy products and eggs on May 1, 1923, with comparisons, are officially reported as follows, 000 omitted:

	May 1, 5-year average.	May 1, 1922.	May 1, 1923.
Creamery butter	7,658	3,830	3,248
Packing stock butter	1,337	972	65
American cheese	13,012	10,868	14,068
Swiss cheese	1,452	2,043	1,846
Brick and Munster	923	949	958
Limburger	399	346	371
Cottage, pot and bakers'	2,287	1,315	681
Cream and Neufchatel	88	94	69
All other cheese	2,759	3,365	3,166
Case eggs	3,585	4,648	3,710
Frozen eggs	12,789	14,154	12,812

Excepting case eggs, all items in terms of pounds.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Agricultural Economics as follows:

The upward trend of prices of fresh meats continued throughout this week. Lamb advanced sharply while most other classes made substantial gain. Fresh pork prices were somewhat unstable due to increased supplies as compared with last week, while receipts of other classes were mostly smaller. All interests entered the week's trading with light supplies on hand, which assisted materially in moving fresh stocks.

The moderate receipts of beef sold readily at firm to higher prices, gains being registered on both steer and cow values. Choice grade steers were none too plentiful, but the bulk of receipts was of fairly good quality. Receipts of cows were light and prices advanced in proportion to those on steers. Some finished heifers sold up to \$16.00 at New York. Receipts of bulls were limited with practically none on sale at Boston. Prices elsewhere shared in the price advance, although to a less extent with steers and cows. Boneless bologna bull meat arrived invoiced at \$9.50 to \$10.50, but sales for next week's delivery brought 25c more at New York. Local slaughtered bologna bulls brought \$9.50 to \$10.50 at that market. Kosher beef trade was somewhat slow, but prices at New York and Philadelphia were mostly steady. At Boston buyers purchased sparingly and a reduction of around \$1.00 failed to stimulate trade to any extent. Hinds and ribs from Kosher steers advanced around 50c at New York with \$22.00 to \$23.00 asked for fairly well finished mature kinds.

The moderate receipts of veal were largely of medium and common grade at Boston and Philadelphia, while good and

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Baltimore—Wernig Moving, Hauling & Storage Co., Frank R. Small, 619 Equitable Bldg.
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Buffalo—Central Supply Co.; Keystone Warehouse Co.
Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.
El Paso—R. E. Huthstainer, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailiard & Schmiedell.
Mexico, D. F.—F. Besaury, Jr., 7 a de Colima 225 B.
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailiard & Schmiedell.
Seattle—Mailiard & Schmiedell.
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.
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choice made up the bulk at New York. Prime veal was scarce, and sold up to \$23.00 at that market. Sales of around 500 Canadian veal at New York were made at prices in line with those paid for domestic kinds. A few frozen sides of medium grade brought \$9.00 to \$10.00.

An active demand for the light moderate receipts of lamb caused prices to advance from \$2.00 to \$4.00, with some sales showing greater gain. Native and imported frozen stock was offered freely, frozen Argentines selling from \$17.00 to \$22.00, while frozen domestic lambs brought \$23.00 to \$25.00.

Receipts of mutton were fairly heavy at New York, but light to moderate elsewhere. Demand was somewhat uneven, but the strength of the lamb market assisted in advancing mutton values. Well finished kinds weighing around 55 lbs. brought around \$20.00, being suitable as a substitute for yearlings and heavy lambs. Frozen Argentine purchases closed at \$12.00 to \$14.00 per cwt.

The fresh pork market was less active than that of other classes, some slight price gains were made, but the market had a weak undertone generally despite strong efforts to maintain a steady to firm basis. Frozen stock sold slowly and was offered only in small lots.

Boston is closing steady on beef, lamb and mutton, weak on veal and pork. Some frozen lambs and frozen pork will be carried, other classes will be cleaned up. New York is closing firm on beef and veal, mostly steady on lamb, steady on mutton, weaker on all pork cuts. All classes will be sold out. Philadelphia is closing steady to firm on beef and lamb, about steady on veal and mutton, weak on pork. Lamb, mutton and veal are about cleaned up. Beef is practically sold out with the exception of today's receipts, some of which may be carried. Some pork may be carried over.

CANADIAN LIVESTOCK MARKETS.

Sales of livestock at chief Canadian centers, with number of livestock billed through for the week ending May 10, 1923, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, as compared to a week and a year ago:

CATTLE.				
	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	6,200	5,933	112,839	100,963
Montreal (W.)	574	634	8,481	9,469
Montreal (E.)	320	473	7,323	9,102
Winnipeg	3,700	2,139	57,297	33,091
Calgary	838	1,444	23,121	18,158
Edmonton	427	824	14,152	12,025

Total 12,125 11,447 223,213 182,808

CATTLE.				
	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	395	368	11,950	11,300
Montreal (W.)	782	314	13,882	5,760
Montreal (E.)	785	99	6,520	3,681
Winnipeg	355	383	8,574	3,659
Calgary	128	577	2,870	3,730
Edmonton	.....	.....	250	98

Total 2,425 1,741 44,046 28,288

CALVES.				
	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	2,091	2,301	20,023	30,986
Montreal (W.)	1,485	2,684	20,546	22,253
Montreal (E.)	1,335	1,534	14,396	19,178
Winnipeg	423	287	5,405	4,761
Calgary	37	47	2,380	1,733
Edmonton	65	103	1,357	834

Total 6,016 7,546 73,167 79,745

CALVES.				
	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	91	150	160
Montreal (W.)	13	42
Montreal (E.)	34	9
Winnipeg
Calgary
Edmonton	27

Total 91 197 238

HOGS.

	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	6,859	7,830	134,617	119,861
Montreal (W.)	1,677	2,390	44,889	36,089
Montreal (E.)	548	1,186	17,535	16,688
Winnipeg	3,618	3,291	97,399	64,463
Calgary	1,949	1,414	45,428	32,065
Edmonton	1,373	982	38,852	19,427

Total 16,224 17,043 378,720 288,593

	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	472	251	17,883	8,036
Montreal (W.)	.....	.....	570	2,599
Montreal (E.)	.....	.....	467	60
Winnipeg	90	.....	35,697	7,656
Calgary	209	152	7,564	1,777
Edmonton	.....	.....	173	707

Total 771 403 62,354 20,835

SHEEP.

	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	777	557	30,227	19,426
Montreal (W.)	164	514	5,561	5,250
Montreal (E.)	144	456	2,156	3,456
Winnipeg	101	333	8,707	7,853
Calgary	232	79	24,796	25,225
Edmonton	.....	252	1,133	2,084

Total 1,418 2,191 70,550 63,294

	Week ended May 10, 1922.	Same week, 1922.	Year to date, 1922.	Year to date, 1923.
Toronto	3,453	6,878
Montreal (W.)	3,208	21
Montreal (E.)	208	4
Winnipeg	199	7,643
Calgary	190	2,480
Edmonton	32

Total 398 16,985 18,957

COLORADO RETAILERS NEW AID.

E. Roger Jones has been appointed secretary and manager of the Retail Merchants' Association of Colorado succeeding Mrs. Leon Hattenbach. Mrs. Hattenbach has been secretary and manager since the death of her husband, Leon M. Hattenbach, who was a leader in retail circles in his lifetime.

Chicago Section

A. G. Gainer of Gainer's, Ltd., Edmonton, Alta., Canada, paid a short visit to Chicago during the past few days.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,557 cattle, 15,679 calves, 101,196 hogs, and 31,678 sheep.

S. Peiser, president of the Pacific Bone Meal Fertilizer Co., and Edward M. Walls of Willits & Patterson, San Francisco, Cal., were recent visitors.

Roy F. Perry of Elbert & Co., Inc., 27 William street, New York City, well known importers and exporters of oils, fats and Far Eastern produce, was in Chicago this week.

Lloyd Corkran, of Corkran, Hill & Co., and W. F. Schluderberg, Jr., president of the Wm. Schluderberg-T. J. Kurdle Co., were Baltimore packers who visited Chicago during the past week.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, May 12, 1923, for shipment sold out, ranged from 8.00 to 17.00 cents per pound, averaged 13.07 cents per pound.

W. B. Allbright of the Allbright-Nell Co., has recently returned from Honolulu where he spent some time during the winter months. Mr. Allbright came back ready to tackle business again with his accustomed vigor.

Vice-president C. B. Heinemann of the Institute of American Meat Packers has returned from New York City where he represented the Institute at the recent convention of the United States Chamber of Commerce.

Provision shipments from Chicago for the week ending May 12, 1923, with comparisons, were as follows:

	This week.	Previous week.	Last year.
Cured meats, lbs.	13,796,000	12,169,000	12,962,000
Lard, lbs.	11,929,000	10,527,000	6,361,000
Fresh meats, lbs.	23,179,000	21,010,000	25,576,000
Pork, bbls.	3,000	3,000	6,000
Canned meats, boxes	10,000	13,000	13,000

William J. Doerfner, head cattle buyer for Cudahy Bros. Co., who retires after 40 years' service, was given a banquet at the Saddle and Sirloin Club, Chicago

Union Stockyards, recently. He was given a gold watch and chain by friends and associates in the packing industry. Milwaukeeans present at the dinner were John Cudahy, Carl Kroeck, William Wambach and Herman Raasch, all of Cudahy Bros. Co.

Meat Trade Movies—No. 36.



A STAR SPECIALTY SALESMAN.

Take a house with a name and a reputation handed down from generation to generation, add some up-to-date sales "pep," and you have a formula hard to beat. Robert S. Sinclair is known on both sides of the pond for the "Fidelity" with which he carries on in behalf of T. M. Sinclair & Co., of Cedar Rapids, Iowa.

CHICAGO MID-MONTH STOCKS.

Provision stocks in Chicago on May 15, with comparisons, are reported as follows:

	May 15, 1923.	May 1, 1923.
Mess pork	1,132 Pounds.	1,309 Pounds.
P. S. lard	25,510,978	26,999,614
Other lard	4,944,174	7,212,958
Total, lbs.	30,455,152	34,212,572
Short ribs	4,291,571	4,519,430
Extra clears	750,924	737,910

MIDDLEBROOK IN SOUTH AMERICA.

C. D. Middlebrook, for eleven years manager of the La Blanca plant at Buenos Aires, has been appointed general manager of Armour and Company's interests in South America, with headquarters at Buenos Aires, according to an announcement made by C. A. Neyer, the executive at Chicago in charge of South American business for Armour and Co.

Mr. Middlebrook is well-known in the Argentine, Uruguay and Brazil, as a result of the years he spent in charge of the La Blanca plant. He was one of the leaders in the industry there, and recognized as an authority on all occasions.

He has been in the packinghouse business practically all of his life, and before going to South America was for a number of years in England, where he had charge of Morris & Co's. Liverpool and North England business.

"We have appointed Mr. Middlebrook general manager of Armour and Company's South America interests, which will mean that he will have complete charge of our South American affairs," Mr. Neyer said in his announcement. "Mr. Middlebrook is well-versed in South American matters and his life-time experience in the packinghouse business, coupled with this eleven years of South American experience, makes him an ideal man for the position. During the present transitory period of business there is a great need for a man of Mr. Middlebrook's ability and experience. His packinghouse experience in South America and his broad knowledge of both the producer's problems and the packers' problems guarantees that the interests of both will be safeguarded."

Mr. Middlebrook left Chicago on April 1, for England. He sailed from England on April 27, for Buenos Aires, and was expected to arrive there on May 18.

A LIVE BROKERAGE TEAM.

C. W. Payne, formerly of O'Neill & Payne, Philadelphia, has formed a partnership with Frank C. Reed, with offices at 301 Drexel building, Philadelphia. This combination of experienced packinghouse products brokers was formed in March and already is having all it can do to take care of the business offered. Frank Reed is one of the best-known packinghouse brokers in the industry, and Payne is also a veteran of the trade, making this a very effective combination.

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HEDFIELD A "BOSS" EXPERT.

Mr. R. T. Hedfield, formerly of Wilson & Company, Chicago, is now associated with the Cincinnati Butchers' Supply Company as a practical packinghouse expert, with headquarters at Chicago. Mr. Hedfield served his apprenticeship in the tank house and hog killing departments at Jacob E. Decker & Sons, Mason City, Ia., and in the beef and manufacturing departments at Wilson & Company's plant, Chicago. For the past three years he has been superintendent of the manufacturing division at Wilson & Company's Chicago plant.

On his departure from Wilson & Company he was presented with a handsome traveling bag and kit which, according to W. W. Bowers, the speechmaker of the occasion, expressed the good-fellowship feeling and best wishes of all his associates.

Mr. Hedfield will travel west out of the Chicago office of the Cincinnati Butchers' Supply Company, and his connection with the company means much to the further development of Boss equipment from the practical operating standpoint.

FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country, unit	Par value in U. S. money.	Value on May 17, 1923.
Austria—Krone	.203	.009011
Belgium—Franc	.193	.0575
Czechoslovakia—Krone	.	.0289
Denmark—Krone	.298	.1865
Finland—Finnmark	.193	.0278
France—Franc	.193	.0668
Germany—Mark	.238	.000022
Great Britain—Pound	4.866	4.62 1/2
Greece—Drachma	.193	.0195
Italy—Lira	.193	.0486
Japan—Yen	.498	.4925
Jugo-Slavia—Krone	.	.
Netherlands—Florin	.402	.3915
Norway—Krone	.268	.1640
Poland—Polish mark	.	.000021
Roumania—Leu	.193	.49
Russia—Rouble	.515	.
Servia—Dinar	.193	.0196
Spain—Peseta	.193	.1525
Sweden—Krona	.298	.2670
Switzerland—Franc	.193	.1803
Turkey—Turkish pound	4.40	.

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

How do you calculate gross or net weights of S. P. Meats in filling orders? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 7.....	19,794	4,063	62,573	18,424
Tuesday, May 8.....	10,768	6,533	32,300	12,732
Wednesday, May 9.....	8,837	1,936	28,522	9,798
Thursday, May 10.....	12,225	6,252	25,067	8,812
Friday, May 11.....	2,981	769	18,643	6,577
Saturday, May 12.....	500	100	7,000	3,000

Total for week.....	54,905	19,653	174,135	59,393
Previous week.....	56,815	21,660	171,963	55,333
Year ago.....	59,830	16,330	127,408	60,520
Two years ago.....	46,382	18,525	127,585	79,534

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 7.....	5,485	6	6,576	4,127
Tuesday, May 8.....	2,987	70	3,260	5,242
Wednesday, May 9.....	2,641	37	3,589	2,907
Thursday, May 10.....	3,081	.	4,752	4,224
Friday, May 11.....	1,553	87	4,321	1,988
Saturday, May 12.....	200	.	5,000	.

Total for week.....	15,947	200	27,498	18,488
Previous week.....	16,940	172	28,481	14,830
Year ago.....	18,668	123	17,843	12,295
Two years ago.....	17,990	531	21,486	19,601

Receipts at Chicago for the year to May 12, 1923, with comparisons were as follows:

	1923.	1922.	Year to date
Cattle.....	1,070,280	1,053,722	
Calves.....	304,372	319,609	
Hogs.....	3,768,465	3,000,819	
Sheep.....	1,396,495	1,306,628	
Combined weekly hog receipts at eleven markets for 1923 to May 12, with comparisons:			
Week ending May 12.....	65,000	14,389,000	
Previous week.....	68,000		
Corresponding week, 1922.....	540,000	10,456,000	
Corresponding week, 1921.....	501,000	11,719,000	
Corresponding week, 1920.....	644,000	12,087,000	

Average, 1908 to 1922.....	521,000	11,215,000	
Combined receipts at seven points for the week ending May 12, 1923, with comparisons:			
Week ending May 12.....	162,000	549,000	162,000
Previous week.....	174,000	577,000	156,000
1922.....	174,000	428,000	157,000
1921.....	145,000	383,000	193,000
1920.....	169,000	524,000	126,000

Average, 1914-22.....	145,000	422,000	152,000
Combined receipts at seven points to May 12, 1923, with comparisons:			
1923.....	3,381,000	11,984,000	3,723,000
1922.....	3,140,000	8,555,000	3,299,000
1921.....	3,037,000	9,229,000	4,075,000
1920.....	3,464,000	9,878,000	3,180,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number weight received.	lbs.	Top.	Average.
Week ending May 12.....	174,135	239	\$ 8.15	\$ 7.70
Previous week.....	171,963	238	8.40	8.00
1922.....	127,408	244	11.00	10.55
1921.....	127,583	240	9.05	8.63
1920.....	187,581	242	15.60	14.50
1919.....	128,809	233	21.10	20.65
1918.....	139,595	237	17.85	17.50
1917.....	110,745	215	16.65	16.15
1916.....	146,092	222	10.35	10.60
1915.....	141,925	234	7.92 1/2	7.65
1914.....	107,953	238	8.62 1/2	8.50
1913.....	133,900	245	8.75	8.60
Average, 1913-22.....	135,210	235	\$12.70	\$12.25

*Receipts and average weight for week ending May 12, 1923, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending May 12.....	\$ 9.20	\$ 7.70	\$ 7.80	\$14.25
Previous week.....	9.05	8.00	8.35	13.75
Cor. week, 1922.....	8.30	10.55	8.25	13.85
Cor. week, 1921.....	8.40	8.63	8.90	11.25
Cor. week, 1920.....	12.30	14.50	12.90	18.40
Cor. week, 1919.....	15.10	20.65	11.85	16.65
Cor. week, 1918.....	15.75	17.50	14.50	17.90
Cor. week, 1917.....	12.15	16.15	13.60	17.90
Cor. week, 1916.....	9.45	10.00	8.35	11.25
Cor. week, 1915.....	8.30	7.65	7.25	10.25
Cor. week, 1914.....	8.50	8.50	5.85	8.50
Cor. week, 1913.....	8.05	8.60	5.75	7.00

Average, 1913-22.....\$10.65 \$12.25 \$ 9.50 \$13.30
Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for weeks mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending May 12.....	39,000	149,600	40,900
Previous week.....	39,375	143,482	40,956
1922.....	41,162	109,565	48,225
1921.....	28,392	106,099	59,933
1920.....	41,186	153,706	34,214
1919.....	25,165	113,846	55,245
1918.....	35,650	115,815	50,178

*Saturday, May 12, 1923, estimated.
Chicago packers' hog slaughter for the week ending May 12, 1923:

Armour & Co.....	18,100
Anglo-American Provision Co.....	7,300
Swift & Co.....	17,400
G. H. Hammond Co.....	8,900
Morris & Co.....	15,600
Wilson & Co.....	18,400
Boyd-Lunham & Co.....	7,200
Western Packing Co.....	10,900
Roberts & Oake.....	6,000
Miller & Hart.....	5,600
Independent Packing Co.....	6,300
Brennan Packing Co.....	6,600
William Davies Co.....	2,600
Agar Packing Co.....	200
Others.....	20,500
Total.....	151,600
Previous week.....	154,200
Year ago.....	118,300
Two years ago.....	100,000
Three years ago.....	151,100

Prices at Chicago, Thursday, May 12, 1923:

	CATTLE.
--	---------

Beef Steers:
Med. and heavy wt. (1,100 lbs. up)—
Choice and prime.....\$10.00@10.65
Good.....9.65@10.10
Medium.....8.50@9.65
Common.....7.85@8.50

Light weight (1,100 lbs. down)—
Choice and prime.....10.00@10.50
Good.....9.50@10.00
Medium.....8.65@9.50
Common.....7.50@8.65

Butcher Cattle:
Heifers, common choice.....6.40@10.00
Cows, common choice.....5.10@8.40
Bulls,ologna and beef.....5.15@7.75

Canners and Cutters:
Cows and heifers.....3.50@5.10
Canner steers.....4.50@6.00

Veal Calves:
Light and med. weight, med. good and choice.....9.00@11.75
Heavy weight, common choice.....4.00@9.50

HOGS.
Top.....\$ 8.00
Bulk of sales.....7.40@7.90
Heavy weight (250 lbs. up), med. choice.....7.50@7.85
Med. weight (200-250 lbs.), med. choice.....7.65@7.95
Light weights (150-200 lbs.), com. choice.....7.60@7.95
Light lights (130-150 lbs.), com. choice.....6.75@7.85
Packing sows (250 lbs. up), smooth.....6.50@7.00
Packing sows (200 lbs. up), rough.....6.00@6.60

SHEEP.
Lambs (85 lbs. down), med. prime.....\$13.25@15.25
Culls and common.....9.50@13.25
Yearling wethers.....8.25@13.50
Wethers, medium prime.....5.50@10.00
Ewes, medium choice.....4.25@8.00
Culls and common.....1.50@4.75

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended May 10, 1923, with comparisons:

	Week ended May 10, 1923.	Same week, 1922.	Week ended May 3, 1923.
Toronto.....	\$7.80	\$9.00	\$8.25
Montreal (W.).....	7.65	8.00	7.50
Montreal (E.).....	7.65	8.00	7.50
Winnipeg.....	7.25	9.00	7.00
Calgary.....	6.80	7.10	6.50
Edmonton.....	6.50	7.00	6.50

	Week ended May 10, 1923.	Same week, 1922.	Week ended May 3, 1923.
Toronto.....	\$12.00	\$11.50	\$12.00
Montreal (W.).....	7.00	7.00	7.00
Montreal (E.).....	7.00	7.00	7.00
Winnipeg.....	11.00	11.00	11.00
Calgary.....	8.00	8.00	7.35
Edmonton.....	9.00	9.00	9.00

	Week ended May 10, 1923.	Same week, 1922.	Week ended May 3, 1923.
Toronto.....	\$12.65	\$14.00	\$12.10
Montreal (W.).....	11.75	15.00	11.75
Montreal (E.).....	11.75	15.00	11.75
Winnipeg.....	11.16	12.50	10.72
Calgary.....	9.62	12.00	10.17
Edmonton.....	10.45	11.75	10.70

	Week ended May 10, 1923.	Same week, 1922.	Week ended May 3, 1923.
Toronto.....	\$15.25	\$15.00	\$14.50
Montreal (W.).....	10.00	10.00	10.00
Montreal (E.).....	10.00	10.00	10.00
Winnipeg.....	12.50	14.50	13.50
Calgary.....	12.50	12.00	12.00
Edmonton.....	12.00	12.00	12.00

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Chicago Provision Markets

CASH PRICES.

Based on Actual Carlot Trading, Thursday, May 17, 1923.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@16
10-12 lbs. avg.	@15 1/2
12-14 lbs. avg.	@15 1/4
14-16 lbs. avg.	@15 1/2
16-18 lbs. avg.	@15
18-20 lbs. avg.	@15

Skinned Hams—	
14-16 lbs. avg.	@16 1/2
16-18 lbs. avg.	@16 1/4
18-20 lbs. avg.	@16 1/2
20-22 lbs. avg.	@16 1/4
22-24 lbs. avg.	@16 1/2
24-26 lbs. avg.	@16 1/4
26-30 lbs. avg.	@16 1/2

Picales—	
4-6 lbs. avg.	@8 1/2
6-8 lbs. avg.	@8
8-10 lbs. avg.	@7 3/4
10-12 lbs. avg.	@7 3/4

Clear Bellies—	
6-8 lbs. avg.	@18 1/2
8-10 lbs. avg.	@18 1/4
10-12 lbs. avg.	@18 1/2
12-14 lbs. avg.	@18 1/4
14-16 lbs. avg.	@18 1/2

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16 1/4
12-14 lbs. avg.	@16 1/2
14-16 lbs. avg.	@16 1/4
16-18 lbs. avg.	@16 1/2
18-20 lbs. avg.	@16 1/4

Skinned Hams—	
14-16 lbs. avg.	@16 1/2
16-18 lbs. avg.	@16 1/4
18-20 lbs. avg.	@16 1/2
20-22 lbs. avg.	@16 1/4
22-24 lbs. avg.	@16 1/2
24-26 lbs. avg.	@16 1/4
26-30 lbs. avg.	@16 1/2

Picales—	
4-6 lbs. avg.	@8 1/2
6-8 lbs. avg.	@8
8-10 lbs. avg.	@7 3/4
10-12 lbs. avg.	@7 3/4

Clear Bellies—	
6-8 lbs. avg.	@17 1/2
8-10 lbs. avg.	@16 1/4
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@16 1/4
14-16 lbs. avg.	@16 1/2

Dry Salt Meats.

Extra ribs	@10
Extra clears	@10
Regular plates	@7 3/4
Clear plates	@7 3/4
Jowl butts	@7 3/4

Fat Backs—	
8-10 lbs. avg.	@8 1/2
10-12 lbs. avg.	@9 1/2
12-14 lbs. avg.	@9 1/4
14-16 lbs. avg.	@9 1/2
16-18 lbs. avg.	@9 1/4
18-20 lbs. avg.	@10 1/4
20-25 lbs. avg.	@10 1/2

Clear Bellies—	
12-14 lbs. avg.	@10 1/2
14-16 lbs. avg.	@10 1/4
16-18 lbs. avg.	@10 1/2
18-20 lbs. avg.	@10 1/4
20-25 lbs. avg.	@10
25-30 lbs. avg.	@9 3/4
30-35 lbs. avg.	@9 3/4

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 12, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	10.50	10.55	10.50	10.55
July	10.70	10.75	10.65	10.70
Sept.	11.00	11.00	10.90	10.92 1/2
RIBS—(Boxed 25c more than loose)—				
May				8.57 1/2
July				8.77 1/2
Sept.	9.00	9.00	9.00	9.00

MONDAY, MAY 14, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	10.57 1/2	10.70	10.57 1/2	10.70
July	10.75	10.90	10.72 1/2	10.90
Sept.	11.00	11.17 1/2	11.00	11.17 1/2

	Open.	High.	Low.	Close.
RIBS—(Boxed 25c more than loose)—				
May	10.77 1/2	10.90	10.77 1/2	10.85
July	10.90	11.07 1/2	10.90	11.00
Sept.	11.15	11.30	11.15	11.25

TUESDAY, MAY 15, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	10.77 1/2	10.90	10.77 1/2	10.85
July	10.90	11.07 1/2	10.90	11.00
Sept.	11.15	11.30	11.15	11.25
RIBS—(Boxed 25c more than loose)—				
May				8.80
July				8.92 1/2
Sept.	9.10	9.17 1/2	9.10	9.10

WEDNESDAY, MAY 16, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	11.00	11.15	11.00	11.10
July	11.15	11.27 1/2	11.15	11.22 1/2
Sept.	11.40	11.52 1/2	11.40	11.47 1/2
RIBS—(Boxed 25c more than loose)—				
May				8.90
July	9.10	9.17 1/2	9.02 1/2	9.05
Sept.	9.27 1/2	9.40	9.25	9.25

THURSDAY, MAY 17, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	11.05	11.07 1/2	11.05	11.07 1/2
July	11.17 1/2	11.20	11.17 1/2	11.20
Sept.	11.40	11.42 1/2	11.40	11.42 1/2
RIBS—(Boxed 25c more than loose)—				
May				8.95

FRIDAY, MAY 18, 1923.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May	11.00	11.05	11.00	11.02 1/2
July	11.15-12 1/2	11.20	11.12 1/2	11.17 1/2
Sept.	11.42 1/2	11.45	11.42 1/2	11.42 1/2
RIBS—Boxed 25c more than loose)—				
May				9.05
July	9.15	9.17 1/2	9.12 1/2	9.17 1/2
Sept.	9.40	9.42 1/2	9.40	9.40-42 1/2

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, May 16, 1923.—Wholesale prices on green aid sweet pickled pork cuts: Pork loins, 24@26c; green hams, 8-10 lbs., 18 1/2c; 10-12 lbs., 17 1/4c; 12-14 lbs., 17 1/4c; green clear bellies, 6-8 lbs., 19c; 8-10 lbs., 18 1/2c; 10-12 lbs., 17c; 12-14 lbs., 16 1/2c; green rib bellies, 10-12 lbs., 17c; 12-14 lbs., 16c; sweet pickled clear bellies, 6-8 lbs., 14c; 8-10 lbs., 14c; 10-12 lbs., 14c; 12-14 lbs., 13 1/2c; sweet pickled rib bellies, 10-12 lbs., 13 1/2c; 12-14 lbs., 13 1/4c; sweet pickled hams, 8-10 lbs., 18 1/4c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; dressed hogs, 13c; city steam lard, 11 1/4@11 1/2c; compound, 13 1/4@13 1/2c.

Western prices, green cuts: Pork loins, 8-10 lbs., 21@22c; 10-12 lbs., 19@20 1/2c; 12-14 lbs., 18@19c; 14-16 lbs., 17 1/2@18c; skinned shoulders, 12@13c; boneless butts, 19@20c; Boston butts, 13@15c; lean trimmings, 11@12c; regular trimmings, 10@11c; spareribs, 10@12c; neck ribs, 5@7c; kidneys, 6@7c; livers, 3@4c; pig tongues, 16c; pig tails, 14@15c.

WALKER ELECTRIC TRUCKS.

The Walker Vehicle Co., Chicago has opened a branch office at 1012 Atlanta Trust Building, Atlanta, Ga., in charge of P. C. Pomeroy. For a few weeks temporary offices were maintained at 926 Hurt Building. This new branch is to take care of the increasing business in the Southeast.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 17, 1923, with comparisons, were reported to The National Provisioner as follows:

	Week ending May 17, 1923.	Previous week, May 10, 1923.	Cor. week, May 10, 1922.
Armour & Co.	16,100	15,100	12,200
Anglo-Amer. Prov. Co.	7,100	8,500	7,600
Swift & Co.	13,100	15,500	10,700
G. H. Hammond & Co.	9,000	8,400	7,000
Morris & Co.	15,100	15,000	11,500
Wilson & Co.	11,400	14,000	8,000
Boyd-Latham & Co.	6,900	7,600	4,200
Western Pkg. & Prov. Co.	10,200	9,600	14,300
Roberts & Oake	4,500	4,900	5,400
Miller & Hart	5,000	5,500	4,100
Independent Packing Co.	5,200	6,100	6,200
Brennan Packing Co.	6,100	6,600	5,600
Wm. Davies Co.	2,500	2,300	2,600
Agar Packing Co.	900	300	
Others	10,700	9,100	8,100
Total	125,800	128,500	106,900

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	25	22
Rib roast, light end	35	32	28
Chuck roast	20	18	14
Steaks, round	32	30	25
Steaks, sirloin, first cut	50	40	30
Steaks, porterhouse	70	50	32
Steaks, flank	25	22	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	15
Corned plates	14	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	39	25
Legs	40	28
Stews	15	13
Chops, shoulder	28	26

Mutton.

Legs	22	..
Stew	15	..
Shoulders	10	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	25	@26
Loins, whole, 10@12 avg.	22	@25
Loins, whole, 12 to 14	22	@25
Loins, whole, 14 and over	21	@22
Chops		@22
Shoulders		@15
Butts		@17
Spareribs		@15
Hocks		@14
Leaf lard, unrendered		@11

Veal.

Hindquarters	22	@30
Forequarters	12	@16
Legs	28	@33
Breasts	12	@14
Shoulders	16	@22
Cutlets		@45
Rib and loin chops		@58

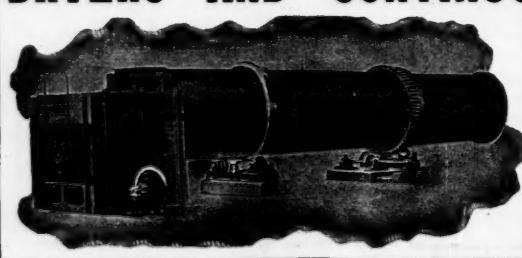
Butchers' Offal.

Suet		@ 5
Shop fat		@ 2
Bones, per 100 lbs.		@50
Calf skins		@15
Kips		@14
Deacons		@15

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran. L C L	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads	4 1/4	4 1/4
Less than carloads, granulated	4 1/4	4 1/4
Crystals	5 1/4	5 1/4
Keps, 100@130 lbs., 1c more		
Boric acid, in carloads, powdered, in bbls.	10 1/2	10
Crystal to powdered, in bbls., in 5-ton lots or more	10 1/2	10 1/2
In bbls., in less than 5-ton lots	11	10 1/2
Borax, carloads, powdered, in bbls.	5 1/4	5 1/4
In 5-ton lots, gran. or powdered, in bbls.	5 1/4	5 1/4
Sugar—		
Raw sugar, 96 basis, 3c Cuba duty paid		@ 8.25
Second sugar, 90 basis		@ 8
Syrup, testing 68 to 65 combined sucrose and invert		@30
Standard, granulated, f. o. b. refinery (less 2 per cent.)	9.50	@ 9.90
Plantation, granulated, f. o. b. New Orleans (less 2 per cent.)	9.25	@ 9.50
White clarified, f. o. b. New Orleans (net)		@ 9 1/4
Yellow clarified, f. o. b. New Orleans (net)		@ 9
Salt—		
Granulated, car lots, per ton, f. o. b. Chicago, bulk		\$ 8.30
Medium, car lots, per ton, f. o. b. Chicago, bulk		9.30
Rock, car lots, per ton, f. o. b. Chicago		7.30

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.
68 William St. . . . New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending May 19, 1923.	Corresponding week, 1922.
Prime native steers.....	16 @17	15 @16
Good native steers.....	14 @15	14 @15
Medium steers.....	11 1/2 @13	13 @14
Heifers, good.....	12 @16	11 1/2 @15
Cows.....	8 @12	10 @12
Hind quarters, choice.....	22 @22	21 @21
Fore quarters, choice.....	25 @25	24 @24

Beef Cuts.

Steer Loin, No. 1.....	32 @32	29 @29
Steer Loin, No. 2.....	30 @30	27 @27
Steer Short Loin, No. 1.....	43 @43	37 @37
Steer Short Loin, No. 2.....	36 @36	34 @34
Steer Loin Ends (hips).....	24 @24	24 @24
Steer Loin Ends, No. 2.....	25 @25	23 @23
Cow Loin.....	15 @25	17 @23
Cow Short Loin.....	25 @32	24 @32
Cow Loin Ends (hips).....	11 @16	12 @16
Steer Ribs, No. 1.....	22 @22	21 @21
Steer Ribs, No. 2.....	20 @20	20 @20
Cow Ribs, No. 1.....	20 @20	19 @19
Cow Ribs, No. 2.....	12 @12	13 @15
Steer Round, No. 1.....	15 @15	16 @16
Steer Round, No. 2.....	14 1/2 @14 1/2	15 1/2 @15 1/2
Steer Chucks, No. 1.....	10 1/2 @10 1/2	9 @9
Steer Chucks, No. 2.....	9 @9	9 @9
Cow Round.....	12 @13	13 @14 1/2
Cow Chucks.....	8 @8 1/2	7 @7
Steer Plates.....	9 @9 1/2	8 @8
Medium Plates.....	9 @9 1/2	7 1/2 @7 1/2
Briskets, No. 1.....	16 @16	16 @16
Briskets, No. 2.....	12 @12	12 @12
Steer Navel Ends.....	5 @5 1/2	4 @4 1/2
Cow Navel Ends.....	5 @5	4 @4 1/2
Fore Shanks.....	4 @4	4 @4
Hind Shanks.....	4 @4	4 @4
Rolls.....	18 @22	18 @20
Strip Loin, No. 1, boneless.....	55 @55	50 @50
Strip Loin, No. 2.....	45 @45	45 @45
Strip Loin, No. 3.....	14 @14	12 @12
Sirloin Butts, No. 2.....	30 @30	25 @25
Sirloin Butts, No. 3.....	20 @20	15 @15
Beef Tenderloins, No. 1.....	70 @70	75 @75
Beef Tenderloins, No. 2.....	60 @60	65 @65
Rump Butts.....	17 @17	18 @18
Flank Steaks.....	17 @17	18 @18
Boneless Chucks.....	8 1/2 @8 1/2	9 @9
Shoulder Clods.....	13 @13	15 @15
Hanging Tenderloins.....	8 @8	8 @8
Trimnings.....	8 @8	8 @8

Beef Product.

Brains, per lb.....	8 @9	6 @9
Hearts.....	4 @5	3 @5
Tongues.....	29 @30	28 @28
Sweetbreads.....	40 @41	23 @28
Ox Tail, per lb.....	8 @9	5 @5
Fresh Tripe, plain.....	4 @4	4 @4
Fresh Tripe, H. C.....	6 1/2 @6 1/2	5 @5
Livers.....	6 1/2 @6 1/2	8 @10
Kidneys, per lb.....	6 1/2 @9	10 @10 1/2

Veal.

Choice Carcass.....	16 1/2 @17 1/2	16 @17
Good Carcass.....	12 @16	12 @15
Good Saddle.....	18 @26	20 @24
Good Backs.....	8 @10	8 @12
Medium Backs.....	6 @8	6 @8

Veal Product.

Brains, each.....	9 @10	6 @8
Sweetbreads.....	52 @60	50 @55
Calf Livers.....	28 @30	26 @28

Lamb.

Choice Lambs.....	31 @31	30 @30
Medium Lambs.....	29 @29	29 @29
Choice Saddle.....	35 @35	33 @33
Medium Saddle.....	33 @33	31 @31
Choice Fores.....	25 @25	25 @25
Medium Fores.....	24 @24	24 @24
Lamb Fries, per lb.....	31 @32	22 @22
Lamb Tongues, each.....	12 @12	18 @18
Lamb Kidneys, per lb.....	25 @25	25 @25

Mutton.

Heavy Sheep.....	12 @12	10 @10
Light Sheep.....	10 @10	10 @10
Heavy Saddle.....	14 @14	12 @12
Light Saddle.....	12 @12	12 @12
Heavy Fores.....	10 @10	8 @8
Light Fores.....	10 @10	10 @10
Mutton Legs.....	25 @25	22 @22
Mutton Loin.....	20 @20	25 @25
Mutton Stew.....	12 @12	7 @7
Sheep Tongues, each.....	13 @13	8 @8
Sheep Heads, each.....	10 @10	10 @10

Fresh Pork, Etc.

Dressed Hogs.....	15 @15	15 @15
Pork Loin, 8@10 lbs. avg.....	20 @20	24 @24
Leaf Lard.....	11 1/2 @11 1/2	11 1/2 @11 1/2
Tenderloin.....	14 @14	6 @6
Butte Ribs.....	7 @7	12 @12
Hocks.....	11 1/2 @11 1/2	15 @15
Trimnings.....	6 @6	10 1/2 @10 1/2
Extra lean trimmings.....	10 1/2 @10 1/2	16 @16
Tails.....	7 1/2 @7 1/2	8 @8
Snouts.....	5 @5	5 @5
Pigs' Feet.....	4 1/2 @4 1/2	4 1/2 @4 1/2
Pigs' Heads.....	7 @7	7 @7
Blade Bones.....	5 @5	9 @9
Blade Meat.....	11 1/2 @11 1/2	11 1/2 @11 1/2
Hog Livers, per lb.....	6 @6 1/2	9 @9
Neck Bones.....	3 @3	3 1/2 @3 1/2
Skinned Shoulders.....	11 @11	14 @14
Pork Hearts.....	4 @4	4 1/2 @4 1/2
Pork Kidneys, per lb.....	4 1/2 @4 1/2	5 @5
Pork Tongues, per lb.....	10 @10	18 @18
Slip Bones.....	9 @9	9 @9
Tail Bones.....	9 @9	8 @8
Brains.....	10 @10	10 @10
Back fat.....	11 1/2 @11 1/2	12 1/2 @12 1/2
Hams.....	20 @20	29 @29
Cans.....	15 @15	15 @15
Bellies.....	19 @19	24 @24

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22 @22
Country style sausage, fresh, in link.....	15 @15
Country style sausage, fresh, in bulk.....	14 @14
Country style sausage, smoked.....	17 @17
Mixed sausage, fresh.....	13 @13
Frankfurts in pork casings.....	13 @13
Frankfurts in sheep casings.....	15 @15
Bologna in beef bungs, choice.....	14 @14
Bologna in beef middles, choice.....	14 @14
Bologna in cloth, paraffined, choice.....	14 @14
Liver sausage in hog bungs.....	16 @16
Liver sausage in beef rounds.....	10 @10
Head cheese.....	11 @11
New England luncheon specialty.....	22 @22
Liberty luncheon specialty.....	16 @16
Minced luncheon specialty.....	14 @14
Tongue sausage.....	19 @19
Blood sausage.....	14 @14
Polish sausage.....	14 @14
Souse.....	14 @14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	47 @47
Cervelat, new condition, in hog bungs.....	15 @15
Cervelat, new condition, in beef middles.....	15 @15
Turner Cervelat.....	20 @20
Farmer.....	23 @23
Holsteiner.....	22 @22
B. C. Salami, choice, in hog bungs.....	41 @41
B. C. Salami, new condition.....	20 @20
Prisses, choice, in hog middles.....	37 @37
Genoa style Salami.....	51 @51
Peperoni.....	19 @19
Mortadella, new condition.....	39 @39
Capicola.....	37 @37
Italian style hams.....	37 @37
Virginia style hams.....	37 @37

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic 150 lbs. per tierce, per set.....	18
Beef rounds, export, 225 lbs. per tierce, per set.....	22
Beef rounds, export, 140 lbs. per tierce, per set.....	32
Beef middles, 110 lbs. per tierce, per set.....	35
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	32
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	18 @22
Beef weasands, No. 1, per piece.....	17
Beef weasands, No. 2, per piece.....	17
Beef bladders, small, per doz.....	1.75
Beef bladders, medium, per doz.....	1.40
Beef bladders, large, per doz.....	1.25
Hog casings, medium, f. o. b., per lb.....	.90
Hog casings, extra narrow, selected, per lb., f. o. b.....	2.00
Hog middles, with cap, per set.....	.15
Hog middles, without cap, per set.....	.14
Hog bungs, export.....	.21
Hog bungs, large prime.....	.14
Hog bungs, medium.....	.06
Hog bungs, narrow, no demand.....	.02
Hog stomachs, per piece.....	.05 1/2 @.06

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	15.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

CANNED MEATS.

	No. 1/2.	No. 1.	No. 2.	No. 6.
Corned beef.....	\$2.35	\$4.00	\$13.00	
Roast beef.....	2.35	4.50	15.00	
Roast mutton.....	2.40	4.75	16.50	
Sliced dried beef.....	2.00	4.50		
Ox tongue.....		17.50	56.00	
Launch tongue.....	2.85	4.70	9.50	34.50
Corned beef hash.....	1.50	2.75	4.25	
Hamburger steaks with onions.....	1.50	2.25	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....		1.25		
Potted meats.....	.80			

BARRELED PORK AND BEEF.

Mess pork, regular.....	23.50
Family back pork, 20 to 34 pieces.....	24.50
Family back pork, 35 to 45 pieces.....	25.00
Clear back pork, 40 to 50 pieces.....	22.50
Clear back pork, 50 to 60 pieces.....	21.00
Clear plate pork, 20 to 35 pieces.....	19.00
Clear plate pork, 35 to 45 pieces.....	19.50
Bacon pork.....	18.00
Brisket pork.....	19.50
Plate beef.....	19.00
Extra plate beef, 200-lb. barrels.....	20.00

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.....	21 @21
Cartons, rolls or prints, 1-lb.....	22 @22
Cartons, rolls or prints, 2@5 lbs.....	21 1/2 @21 1/2
Shortenings, 30@60 lb. tubs.....	16 @16
Nut Margarine, prints, 1-lb.....	20 @20

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.70 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.92 1/2
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.90

Red oak lard tcs.....	2.52 1/2 @2.55
White oak lard tcs.....	2.82 1/2 @2.85
White oak ham tcs.....	3.20 @3.20

DRY SALT MEATS.

Extra short clears.....	9 1/2 @9 1/2
Extra short ribs.....	9 1/2 @9 1/2
Short clear middles, 60-lb. avg.....	10 @10
Clear bellies, 14@16 lbs.....	10 1/2 @10 1/2
Clear bellies, 18@20 lbs.....	9 1/2 @9 1/2
Clear bellies, 20@25 lbs.....	9 @9
Clear bellies, 25@30 lbs.....	9 1/2 @9 1/2
Rib bellies, 20@25 lbs.....	9 @9
Clear bellies, 25@30 lbs.....	9 1/2 @9 1/2
Fat backs, 10@12 lbs.....	9 @9
Fat backs, 12@14 lbs.....	9 1/2 @9 1/2
Fat backs, 14@16 lbs.....	9 @9
Regular plates.....	7 1/2 @7 1/2
Butts.....	7 1/2 @7 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	23 @23
Skinned hams, fancy, 16@18 lbs.....	24 @24
Standard regular hams, 12@16 lbs.....	20 1/2 @20 1/2
Picnics, 6@8 lbs.....	12 @12
Breakfast bacon, fancy, 6@8 lbs.....	30 1/2 @30 1/2
Standard bacon, fancy, 6@8 lbs.....	24 1/2 @24 1/2
Standard bacon, 8@12 lbs.....	21 @21
Standard bacon, 12@14 lbs.....	21 @21
Standard bacon strips, 6@7 lbs.....	20 1/2 @20 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	33 @33
Cooked hams, choice, skinned, surplus fat off, smoked.....	35 @35
Cooked hams, choice, skinned, surplus fat off, smoked.....	37 @37
Picnics, skin on, surplus fat off, smoked.....	19 @19
Picnics, skinned, surplus fat off, smoked.....	20 @20
Loin roll.....	40 @40

FERTILIZERS.

Ground dried blood.....	\$3.65 @3.75
Unground and crushed blood.....	3.40 @3.60
Hoodmeal.....	2.90 @3.00
Ground tankage, 10 to 11%.....	3.00 @3.15
Ground tankage, 6 to 9%.....	2.65 @2.90
Crushed and unground tankage.....	2.30 @2.75
Ground raw bone, per ton.....	29.00 @31.00
Ground steamed bone, per ton.....	22.00 @24.00
Unground, steamed bone.....	18.00 @20.00
Unground bone tankage.....	14.00 @16.00

HORNS, HOOFS AND BONES.

	Per ton.
No. 1 horns.....	\$250.00 @300.00
No. 2 horns.....	175.00 @225.00
No. 3 horns.....	100.00 @150.00
Hoofs, black and striped.....	45.00 @50.00
Hoofs, white.....	90.00 @100.00
Grinding hoofs.....	34.00 @36.00
Round shin bones, heavies.....	165.00 @175.00
Round shin bones, lights and med.....	125.00 @140.00
Flat shin bones, heavies.....	90.00 @100.00
Flat shin bones, lights and med.....	70.00 @80.00
Thigh bones, heavies.....	140.00 @150.00
Thigh bones, lights and med.....	135.00 @140.00
Buttock bones.....	65.00 @70.00
Skulls, jaws and knuckles.....	35.00 @35.00
Rejected mfg. bones.....	32.50 @35.00

Note—Foregoing horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight, packed in double bags and carload lots, also well and favorably known to foreign and domestic manufacturers.

LARD (Unrefined).

Prime, steam, cash, tierces.....	11.12 1/2 @11.12 1/2
Prime, steam, loose.....	10.40 @10.40
Leaf, raw.....	10.10 @10.10
Neutral lard.....	13 @13 1/2

LARD (Refined).

Pure lard, kettle rendered, per lb., tcs.....	13.00 @13.00
Pure lard, tierces.....	11.75 @11.75
Compound.....	13 1/2 @13 1/2

Barrels, 1/2 over tierces; half barrels, 1/4 over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1/2 over tierces.

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 @13 1/2
Oleo stock.....	13 @13 1/2
Prime No. 1 oleo oil.....	11 1/2 @12
Prime No. 2 oleo oil.....	10 @10 1/2
No. 3 oleo oil.....	9 1/2 @9 1/2
Prime oleo stearine, edible.....	9 1/2 @9 1/2
No. 2 oleo stearine, edible.....	9 @9 1/2

TALLOWES AND GREASES.

Edible tallow	9 @ 9 1/2
Choice country tallow	8 @ 9 1/4
Packers' prime, loose tallow	8 @ 8 1/4
Packers' No. 2 loose tallow	6 1/4 @ 6 1/2
Packers' No. 2 tallow	6 1/2 @ 6 3/4
White, choice grease	7 1/2 @ 7 3/4
W. "	

Retail Section

KANSAS BUTCHERS' CONVENTION.

(Continued from page 22.)

this country where there was an association. I find the majority of them are honest in their convictions and they want to bring our business up beyond the level of general merchandising. We are entitled to that place in the business world of this country.

It takes brains and industry. When you see us handling a perishable product that has to be turned over every 24 or 48 hours to save loss and shrinkage, you must know that it takes brains and business sense. It requires mental and physical activity and alertness at all times to be a successful retailer. With all of those things before us why shouldn't we be on a level with or above any of the merchants of this country?

Boosts "Meat for Health Week."

Following Mr. Russell the convention listened to a representative of the producers, Secretary J. H. Mercer of the Kansas Livestock Association. Mr. Mercer told of the co-operation brought about between producer and packer and the good results it had achieved. He spoke, as a member of the National Livestock and Meat Board, of the coming "Meat for Health Week," which is to be featured all over the country from June 25 to 30, and asked the retailers to support it, for their own benefit as well as for the good of the trade and of the consumer.

Representatives of the packers followed Mr. Mercer, and remarks of welcome and offers of co-operation were made by Harry F. Corrigan, Armour & Company, Kansas City; R. J. Cannon, Swift & Company, Kansas City; Ernest C. Lawson, sales manager, Henneberry & Company, Arkansas City, and others.

Advertising at Night Session.

Night business sessions at conventions are not always a success, but once more Joe Browne proved the exception. The hall was filled for the Monday evening meeting and the crowd listened to a "peppy" talk by Charles W. Myers, Armour & Company, Chicago. Mr. Myers said:

PRINCIPAL POINTS TO FOLLOW IN ADVERTISING.

By Chas. W. Myers, Chicago, Ill.

There used to be a time when the retailer in practically all lines considered that his responsibility in advertising ceased with the mere mention of a few prices, usually some so-called "cut-rate specials" on the merchandise he offered the public.

If you will but recognize the great possibilities which your increased scope of activities can insure you through consistent, judicious advertising, you will find your investment in publicity a genuine dividend-bringer. It is one thing to spend all of your advertising appropriation featuring "specials" which people frequently buy on account of cheapness, though not actually needing the merchandise right at the time of purchase. It is quite another thing to advertise with the fundamental idea of creating good-will for your market through featuring service, superior quality as well as variety of products, economy through careful selection, attention and courtesy to all patrons alike.

There is a great opportunity for every local retail meat dealers' association to combat and effectively banish "fictitious" advertising by co-operating with your advertising and civic organizations. The public is entitled to a clear understanding

as to what they are buying, and getting. The United Master Butchers' Association of America is sponsoring a highly commendable movement whereby anyone advertising one thing and selling something else will be restrained permanently from such practice. This is fair, not only to the great majority of conscientious retail meat dealers, but to the consumer as well.

Advertise Truth and Quality.

Try to inform your readers of your daily newspapers, as well as through every other reasonable method of advertising, more about the quality of your offerings. Familiarize them with the benefits of United States and local meat inspection. Educate them to buy meat products of known and recognized quality standards.

Among other principal points to follow in advertising are featuring seasonable products, creating appetite, appeal and de-

calls for considerably more than a counter, scales, meat block, refrigerator, rack and hooks, and a meat cutter or two.

It's the personality, the distinction of business atmosphere about your establishment that will cause people to like you and buy from you continuously. These are characteristics of all the leaders, the big successes in the retail meat industry throughout the nation. You can enjoy the same prestige through the modern business proverb: "Be wise and advertise."

Other advertising men followed Mr. Myers, and several of the meat men gave their experiences in advertising, with good results in suggestions for each other.

The Second Day.

On Tuesday morning the subject of mechanical refrigeration was taken up and there were interesting talks by W. J. Otis of Wichita, N. E. Vrooman of Emporia, and others. This practical subject is getting wider attention every day as the meat trade realizes its money-saving value. John T. Russell of Chicago made some very practical observations in this connection which are given in his address printed elsewhere in this report.

One of the most valuable features of the program was the talk of N. V. Swarthout of the Cost of Marketing Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C. Mr. Swarthout has been in charge of the retail meat investigations of the department. He said in part:

THE GOVERNMENT AND THE RETAILER.

By N. V. SWARTHOUT, Cost of Marketing Division, U. S. Bureau of Agricultural Economics, Washington, D. C.

The Department of Agriculture is extremely interested in almost anything that is going to improve the marketing of agricultural products.

Many of you wonder why the Department takes such an interest in the retail butchers. I guess if I have been asked that once I have been asked it a thousand times. Quite frequently they want to know if we are trying to find out whether you are making too much profit. Most of them with whom I have come in contact are not making very much profit. If they were, the Department wouldn't be interested, anyway.

The thing that we are interested in is getting the meat to the consumer with the least possible waste and expense. A profit to the retail butcher, or any other man who is furnishing a service that is necessary in the marketing of any product, is only a just compensation for the work he performs.

You hear a great cry about the elimination of the middleman. In the first place, nobody yet has said very definitely just who is the middleman. It depends very largely upon who is talking, and even if you do eliminate him individually some one else has to perform that service.

The whole of the development of industrial America is based upon the performance of service by specialists. If you will look at any of our big developments, no matter what it is, you will find that the most efficient way has been when some man has specialized in doing a particular thing well, and learned all about that thing so that he could do it more cheaply than the man who knew something about four or five things and not much about any of them.



CHAS. W. MYERS.

Chicago.

Speaker at the Convention.

sire to buy through using a few well-chosen words of description in your newspaper ads, and on your display cards and signs. Link up your selling efforts with the co-operation extended by those who are advertisers of the products you sell. Acquaint the public with the fact that advertised brands, which create consumer demand, are always available at your market.

Make your display windows continuous salesmen for your goods. Post copies of your newspaper ads on your windows. Be original, decidedly different and aggressive in your advertising, bearing in mind that it isn't the question of how much space you buy, but what you can say in it that counts."

Take the buyer for the home—the great American housewife—into your confidence. Enumerate some of the uses of the various cuts; there is still ample room for educational effort upon the part of all of us.

Be in business because you intend to expand, to develop, to be the leader. Conducting a retail meat market nowadays

A Previous Retail Study.

We might go back a few years. During 1918 and 1919 there was a great deal of talk about the robbery which the retail butcher was perpetrating upon the public. In response to considerable agitation the Department made some studies of that and they found what normally any man interested in business would expect to find,—that there was no particular robbery. Occasionally there have been instances of individual profiteering. You can expect that.

But as a whole the people who are engaged in selling food products, and especially perishable products, have a very hard game to go up against, and if they get by on a reasonable investment they are lucky. Unfortunately, many of them are not making even a good salary.

We found that only rarely did the retail butcher have anything like an accounting system to tell him where he was going, and that was the reason why so many of them were not making a reasonable salary for themselves. The result of our study was published, and we did what we could to stimulate an interest in bookkeeping methods, but it was only about a year and a half ago—at the instance of your National Meat Councils—that an effort was made to establish or work out a simple system of accounting which practically anyone could keep, whether they knew any bookkeeping or not, and which will give them a better knowledge of their business than the majority have at the present time.

Retail Bookkeeping System.

In working out this system there was associated with the Department the Bureau of Business Research of Northwestern University at Chicago. As a result of some of this work a system of accounting was evolved and the forms were published, and at the present time the Department is furnishing them without charge. The forms do not cost much in themselves, and if we had no other drain we probably could continue to furnish them for a long time. But there are large numbers of other industries which are just as anxious to have forms as are the butchers. I presume that there are available yet some 50 or 60 sets of them, after which they will probably be published by some one who is interested in the retail meat trade.

Where there have been large groups together we have in a limited way assisted them in keeping their books for some months. In New York, Chicago, Pittsburgh and Cleveland at the present time we have men stationed who help the butcher get started and visit him once or twice or three times a month, and they have an office where he can call if he is in trouble and they help him out.

But when you figure that about the best we can do with one man is around 25 to 50 such installations, and that it costs us around \$5,000, it is a pretty expensive game to go into on any large scale. We are glad to do all we can and we want to be of service to you in every possible way in answering your questions regarding your individual business and your accounting problems, or anything that relates to the business management end of it.

The Accounting Forms.

I have with me a sample set of the forms, and essentially there is only one form that is absolutely necessary. This one sheet will give you very much more information than something over 85 per cent of the retail butchers now have.

Some of the men have had trouble with it, but in every case we found that they were not willing to carefully read the instructions, and sit down and think about it a little bit when they tried to do something with it. Many people seem to feel like the Scotchman, who has a sense of humor because it is a gift. They expect

the system to be laid on their desks, and they want it to answer all their questions and make their business more profitable. We do not expect for a number of years to get out a system of accounting that will work that way, gentlemen.

I have spoken of the Department's interest and why we have worked out this accounting system. I shall be glad to talk to any of you who may be interested in the system. If you want to try to install it yourself and keep it up, we will see what arrangements we can make for you.

Few Retailers Know Their Costs.

In addition to just getting it started the Department is interested further. They want to help you with your costs. Very, very few of the retailers in any line know what it actually costs them to do business. Many of you, and especially those who are having trouble, look with envy upon the man who is making a success of his particular business. Did you ever ask him some of the things he knows about his own business and see whether you know them or not?

In almost every case you will find that the man who is making a success has at his finger tips the cost of his particular business, and of the particular items of his business that are most important.

In talking with dealers they frequently tell me "What good does it do me to know what my labor costs me? I can't reduce it." I am not so sure that you can't. You may not be able to reduce the number of your employees, but you may be able to use them more efficiently.

Not very long ago I was in a shop, and the man had two meat cutters. It was not in the rush period, and both of them were sitting in the back end smoking cigars. I talked to him about his meat and his cutting and found that he never cuts up a piece of meat until a man comes in to get it. That probably could be improved. It doesn't seem to me that it is necessary for a man to have two people sitting around 5 or 6 hours a day, so that he can wait on all the customers and please their whims the minute they come in. Some of the more important cuts could be blocked out, at least for the rush period, so that there is less immediate rush in preparing it.

Don't Let Your Business Run You.

I have in some five and a half years with the Department been engaged in this work of bettering business. I have come into contact with something like 30 different lines of industry. The most striking thing about every line with which I have become familiar has been the fact that, instead of the owner managing the business, the business is managing the owner.

He is driven by it, and he hasn't much to say about what happens in his business and the primary cost.

He doesn't think enough about it. If he has a meat cutter we frequently find him much more interested in the things around his meat block than in getting out on the other side and looking back at the business.

One of the most helpful things you can do is to hold your business off at arm's length and look at it critically. What are the things about it that could be improved if you saw it as the consumer does?

One of the speakers yesterday said that it takes brains to run a meat business. I think I would qualify that a little and say that it takes thinking brains, and it takes more brains than any other one thing to run a meat business. From the very beginning when you go into business it takes thought, and careful thought.

Too Many Retail Dealers?

How many have gone into a retail business without taking into consideration the population available for their store? Every investigation that the Department has made of this business indicates that when the population falls to less than one thousand people per store you cannot stay in business.

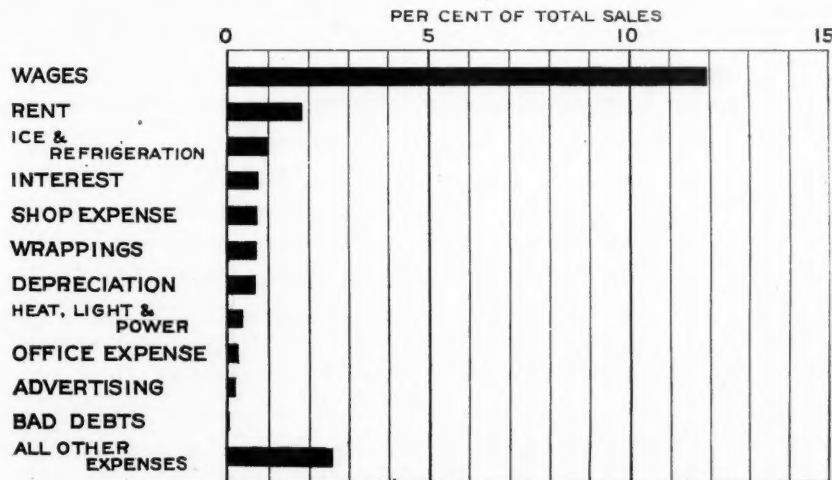
In a recent investigation in five Wisconsin cities we found that in every city where the population fell to less than one thousand per store there was a tremendous increase in the number of dealers who were failing to meet the going wage of meat cutters. That is not fair to you or to your family or to the community.

In all of our studies we find that few people pay themselves a salary. That may be all right, but if you were in business working for yourself you ought to get a reasonable salary and you ought to include it as a part of the expense of doing business. In all of our studies we have had to include in the items an arbitrary salary.

We find by including that, which we usually base as nearly as we can upon the going wage for meat cutters in the particular locality, and adding interest on the investment, that they largely lose money. They do not exactly lose money, but they fail to make a decent salary. You fail to make as much as you would pay a meat cutter to work for you.

Must Know Your Business.

There is much satisfaction in owning your own business, but you can run that business in such a way that you can make that salary and something besides, but it takes constant thought and study. You have to have the facts at your finger tips. You can't go off and buy your meat and



HOW DIFFERENT RETAILING EXPENSES SIZE UP.

One of Several Charts from U. S. Department of Agriculture's Retailing Study.

put it on the block and cut it and forget about it. You must watch all the corners.

At meetings like this you can talk to each other about savings to be made, because after all, the waste which you cut out of your business is far more effective in returning you a profit than any rise in prices that you could possibly make.

One of the things that is quite forcibly impressed upon me here is the great number of times two butchers come together and ask "What are you getting for steak in your town?" Now there are a great number of different kinds of steak, and a tremendous difference in quality.

Explain to Your Customers.

When one of your customers comes to you and asks "how much is steak?" and you tell her the price, and she says "I can buy it for 5 cents less down the street," did you ever stop to explain to her just why the other fellow can sell her steak for less? Does she know how to tell the difference between your steak and his?

The other day I had occasion to go into 14 markets in a certain city, and I priced porterhouse steak and found a variation of 19 cents a pound in the 14 different markets. I think all of them were justified.

Wouldn't it help you to overcome competition if individually you could explain to your customers what grades of meat mean? The Department has worked out some tentative meat grades. I believe it would pay you well if you would get them and study them and give a little demonstration some time, and explain to everybody who comes in why there is a difference in the quality of meat, and therefore the difference in price.

How many of you would go down to some garage and walk in and say "How much are automobiles?" and then say "Well, I can buy them for so much less up the street." What do you mean buy automobiles?

If your wife goes to a dry goods store she doesn't buy silk and compare it with the price at some other store, but she gets a particular kind of silk. Wouldn't you think it foolish if she went in and asked for "silk." Well, that is exactly what you permit your customers to do.

A Student of 64 Stores.

We made a study in 1921 of the cost of retailing meat in five Wisconsin cities. We covered 600 stores, and only 64 of them had accounting records which would enable us to get any figures whatever. That is about 10 per cent. Those 64 are represented on the charts shown here. Two of these charts represent the cost of stores maintaining a delivery service, and on these charts one line represents those stores which made a profit, and the other represents the stores which had a loss. The figures here represent the cost in cents per dollar of meat sold, or per dollar of product sold.

The stores making a profit here averaged approximately 21 cents cost of doing business for every dollar's worth of meat they sold. The stores that lost paid 24½ cents.

The various bars and divisions of these bars represent the items of expense. One is salaries and wages. Each one of the small bars represents an individual store.

Look at the variation for the stores that made a profit. The lowest is down around 6½ cents, and the highest is around 20 cents for every dollar's worth of meat sold. The average is not quite 11c. The lowest in the loss group paid about 8 cents and the highest man paid almost 26 cents.

Those things happen and we expect them, because they are variations in individual efficiency. This store making a profit, but having a very high wage expense, must have had some of its other expenses relatively low, or it couldn't get by.

Items That Are Important.

Salaries and wages are an important item. Our figures show that the saving of one per cent in salaries and wages is more effective than a saving of 10 per cent in any other item of expense. I know many people who watch very carefully such items as wrapping and ice and refrigeration, and don't pay any attention to this wage item. If we wiped out all your wrapping expense it would only be a small saving, and it really isn't very effective in making you a profit.

And there comes the further question of why do you want wrappings? One store tells me—and by the way, it is the one whose wrapping defense is next to the largest—that it incurs an extra wrapping expense because it pleases the customers, and they remark about how nicely packages are wrapped.

Maybe your customers want that. That is a matter of individual management. You cannot lay down any hard and fast rule, but it is for you as the manager of your store to determine.

Variation in Delivery Costs.

You notice delivery costs running from approximately one-half a cent to almost 9 cents in the stores making a profit. There is a tremendous variation in it. Probably quite a large portion of it is due to the different percentages of their total sales that they deliver. Some stores only deliver now and then a package, and yet maintain a delivery expense. Others deliver absolutely everything. Another group represents the stores which do not maintain any delivery.

The most striking thing about this group is the fact that the wages in the stores which sustained a loss were almost equal to the total expenses of the stores making a profit. There is considerable food for thought in that.

Throughout all industry we expect to find that as volume increases the cost decreases. But for this group of 64 stores there was no such relation at all. Neither was there any definite relation between the size of the stores and the percentage of profit that they made, a thing we were rather surprised about.

Because we want figures like this and because we feel that they are a help to you individually, we are trying to improve your accounting systems and trying to get you to send in your yearly or monthly profit-and-loss accounts to the Department.

We work them out and they come back in a form like this. You will see at the bottom of each set of bars a series of figures. These refer to the number of the store. If your store were in here we would send you a bulletin and tell you that you were number 15, or so and so, and you could trace your business all through this chart. We are not going to tell anybody but you. You can tell your neighbor if you want to.

Success Depends on Management.

Every study made by every agency that has been interested in business research has shown without possible question that management is the determining factor in success. That means a great many things.

It means that you must know your cost and watch it month by month and year by year, and when a particular cost gets too high it is the time to find out why. Don't say "I am paying my meat cutter so much more. That may be the reason." You may be, but are you getting a corresponding increase?

A striking thing that we feel we have discovered is that high rents do not necessarily bring an increase in sales. If you are choosing a choice location with high rent you had better study it carefully at first. It is important, and it is especially important as the years go on. Generally speaking, the location which has been held the longest is more important

than a new location in a more prominent part of the city.

Keep an Index of Business.

Very few, even of the better retailers, make any use of the statistics furnished by the Government or by the newspapers. I carry a little pocket note book in which I chart certain standard business facts. Anybody can do that. Just put a zigzag line across to show how your business is going in relation to other business.

One of the significant things about indexes—pointers to you of coming depressions—is the number of business failures. You can get them out of any newspaper or magazine once a month. When the number of business failures is lower than for a long time, as they get near the bottom you may be pretty sure that within a relatively short time we are going to have a business depression. If you trace, as we have, this record back over 65 years, you will find that without exception that has been an indicator of coming business stress.

There are a dozen different ones you can follow if you want to study them out. What are the things in your business? If you are in a city that has a clearing house, find out the monthly charges on individual accounts. I don't know whether your local banks would give it to you or not.

Then there is the amount of money that people are spending in all activities. The strange thing about it is that in your individual business you cannot possibly foresee or determine a small reduction in purchases in time to let it be of any value to you. If you saw all the purchases for your community for a given time you would notice a reduction a long time before a serious buyers' strike.

One of the most successful tire manufacturers in the United States went through this last depression with practically no difficulty. Why? He noticed that the charges on individual accounts as returned by the banks had turned downward. He got to thinking about it and he looked over his own sales and he could see that there was a very, very slight reduction. He got still more curious and he went out on the Boston post road a few miles out of Boston and watched the cars go by. He didn't care about the Fords, but he noticed the Pierce Arrows and the Cadillacs and Lincolns that usually carried two spare tires, and he found that they were frequently touring around without any.

He went back and cut out all his orders and put on a sale of his stock on hand and went through with flying colors. It was just thinking; just study.

Pointers in Business.

Today, as never before in the history of the world, the newspapers and magazines are full of information pointing out the significant things in business. I have been watching the stock market. Not because I play stocks—I got my experience once—but nearly every time it will break or turn downward 6 months or so in advance of a business depression.

Rarely have we had more than 18 months of what is called a "bull market," a constantly rising stock market. We have had almost two years of it at the present time. About three weeks ago there was a bad break and it hasn't recovered. That is an indicator that some time next fall we are going to see something different from what we have now.

It is time to plan your business now for next fall. And THINK, THINK, THINK about the important things in your business!

The popular Colonel Miller of Kansas City talked on "Selling Fish for Pleasure or Profit," and he had the butchers sitting up and taking notice of the profits they

were losing in not adding a fish department.

Early that morning a beef carcass had been cut up at Joe Browne's market under the supervision of H. T. Hovey of Swift & Company, Kansas City, and at the session Mr. Hovey told of the results of the test and made some general observations on meat cutting and meat merchandising. He is a most delightful and informing speaker and his talk was one of the best of the meeting.

The Closing Session.

At the afternoon session John Vincent of Girard was called on to tell of his original methods of advertising in a small town, and his informal talk made such a hit that a few minutes later he had the job of vice-president of the association wished on him. It is safe to say that his methods will be copied by many a meat dealer during the year. His plan of a bulletin board in front of the shop with newsy items and features not necessarily connected with his business was much commented upon.

Dr. S. J. Crumline of the Kansas State Board of Health gave the convention a talk on sanitation, and J. F. Seng of Milwaukee delivered his second address, this time on the relation of producer, packer, retailer and consumer. He said:

RELATION OF THE PRODUCER, PACKER, RETAILER AND CONSUMER.

By Jos. F. Seng, Milwaukee, Wis.

The relationship of the producer, packer, retailer and consumer can be compared to an orchestra. Unless there is absolute harmony in an orchestra, the result is discord.

So with the factors in the distribution of meat products. Unless the different factors work hand in hand, the result must be failure. No factor is independent of the other. There must be understanding and co-operation. The different factors must be as a chain. If you have a weak link you have a weak chain, but when all the links are strong your chain is strong. Let us analyze the obligations of the different factors.

The producer is the foremost of them all. "May he live long and prosper," as old Rip used to say. His duty is to produce. He is indispensable first, last and all the time. Without him this old world would soon see its finish. Has he, and is he now being compensated as he should be. His products today are nearer to a pre-war dollar than any other commodity, with few exceptions.

Duty of the Producer.

His position at present is like the position of any other business. He must diversify and specialize according to market and the demand for his product. It is his duty to be progressive, changing his methods and ideas. The old idea that a cow is a cow and a sheep is a sheep is past. Why do the fruit growers classify their grades? Instead of packing large and small ones together, as was done in the past, they now assort them. They now spread their goods over a wide field, so that there is hardly ever an oversupply in any market. It is because they are organized. The time is at hand when the producer must cease to pay freight and commission on something that had better never been shipped. Very often the expense eats up the price received for a product.

A good graded article is always in demand where an inferior one has to be sacrificed. It is the same with poultry. Many of you know that a few poorly-bred and

dressed chickens, turkey or any other fowl, has kept you from buying it without some concession having to be made to offset the possible loss on those that looked like hard sellers.

My experience as a retailer has always been that the best is the cheapest and the easiest to sell. Just as soon as a merchant has to look for a "cheap John" buyer someone is going to sacrifice price.

The Packer Pays Cash.

The packer does not hold his own by buying a poor quality. He is probably one of the few merchants that pays spot cash. Millions are transferred every day in his cash transactions. What a consternation it would create should a packer go to the yards, buy livestock and ask for credit. It is well that he is able to do this. But he must take the chance of the lot turning out on the right or wrong side of the ledger.

As careful as he is, he gets the worst of a deal occasionally. Yet you never hear him complain. His business is conducted with military precision, for which he is often unjustly criticized. I often wish the officeholders of our government would ap-



JOS. F. SENG.
Milwaukee, Wis.
Speaker at the Convention.

ply the methods of the packers in conducting business.

If the time ever comes when the packers deem it advisable to grade their meats, it will help to simplify merchandizing and encourage the producer to do likewise.

What would the United States have done toward the feeding of the multitude if it had not been for the great organization of the packing industry.

The packer should confine his sales to the wholesale end. Leave the peddling out in small quantities to the retailer. He will benefit in the long run. His goods must be turned over swiftly. So must the retailers' wares be sold without undue delay.

Again, I bring forth my point that they should work in harmony. How can good will and peace on earth prosper if the packer salesman goes around to the retailer's customer and tries to sell him. The retailer will not interfere with the wholesaler. This is the only tender spot on the horizon of our relations. The sooner it is honestly and fairly adjusted the better for all concerned.

Retailer Should Be Fair.

The retailer should be fair in dealing with the packer. He should not let his meat hang in the cooler until it is moldy,

and then ask the packer to take it back. It is neither good business nor is it honest. A thing once bought must never be returned without cause.

Overbuying is the retailer's fault. Pay your bills to the packer promptly, and ask the same of your customers. Bills if longer than a month's standing should not be tolerated by any business man. It is not just to those that pay promptly.

Let the retailer meet with his competitor. Be friends, for surely you believe yourself his equal. And if you think he is beneath you, why not be charitable. Lend a helping hand. Be magnanimous. It will be to your credit, for friendship begets friendship. A sponge cannot give out more moisture than it absorbs, but good will and friendship have no limit. Whatsoever you pass along you will get the most of its kind in return. With this kind of a spirit predominating in an organization success must come.

We should have every good retailer belonging to our associations. Not that he sees no benefit in it. It is indifference that keeps him out. We never will be able to gather them all into our fold, but we are going to get the best of them in every part of the country. Not for combat, but to reason with a fair mind.

Ask and demand only what we would be willing to grant ourselves. Our attitude to our customers should be honest and sincere, for they have to trust us with much. I can see no business where dishonesty and lack of character can do more evil than in the meat business.

Advice to the Consumer.

My advice to the consumer is to apply the banker's method. The banker looks more to character and honesty in his client than any other trait. The same is good policy in selecting your butcher. Fairness is always a good trait. If your butcher makes a mistake, call him to task. If he shows the white feather by making untruthful excuses, throw him overboard, for there are many honest and reliable men in the business.

Don't ask your butcher to extend your credit over one month at the most. Buy the very best of quality. Do not buy the same kind of a cut more than once a week. Eat meat once or twice a day, six days in a week; fish for the one day of your choice. Get acquainted with your meat man. You trust him for your health. Close contact, even friendship, will go a long way to inculcate a feeling where intentional wrong done would be next to criminal.

Let us cultivate the best there is in us all along life's pathway, so that we may enjoy the beauties of nature and close business friendship as we pass along the good road of life.

A talk was made by Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, reviewing the topics of the meeting and taking up the practical points for the trade which had been discussed, and which might come up during the year. The technical service of THE NATIONAL PROVISIONER in these matters was extended to the meat trade men through the "Practical Points for the Trade" department of the publication.

A. L. Pullins of Council Grove gave some very valuable information on the marketing of the cheaper cuts of meat, as the result of his experience. He also told of his methods in handling tallow, hides, etc. "Cap" S. E. Ellidge of Parsons was another practical talker on these subjects, and Bruce Maguire of Fort Scott again came in with his practical suggestions.

The resolutions committee reported resolutions of thanks to the committees,

speakers and others, and other action of the organization.

Chairman Emile Gamba of the nominating committee reported the following slate of officers for the ensuing year, which went through with a whoop:

President—Joe L. Browne, El Dorado.
Vice-president—John M. Vincent, Girard.
Secretary and treasurer—Fred Garland, Wellington.

An invitation was extended by the dealers and business men of Emporia to hold next year's convention in that city, and it was accepted by a rising vote. The officers already have begun preparations for going to Emporia next spring.

Adjournment was taken after the transaction of miscellaneous business with a feeling that this had been the greatest meeting on record.

THE ENTERTAINMENT.

The local committees at El Dorado provided very enjoyable entertainment. Every facility was offered at the headquarters at the El Dorado hotel, and the luncheon and other features were ably handled. On Tuesday the visitors were taken in autos to the famous Hereford breeding farm of Robert H. Hazlett, and on Wednesday a motor trip to the oil fields was made. During this journey a stop was made at Joe Browne's retail market at Oil Hill where the visitors saw a strictly up-to-date establishment. The Browne market at El Dorado was also a center of attraction as being a model in arrangement and operation.

The banquet on Wednesday evening was a fitting closing event. Colonel Miller of Kansas City was toastmaster and the speaker was Charles W. Myers of Chicago, on "What People Want." There was a program of fancy dancing by Miss Marion Lawrence, whose accompanist was Miss Elizabeth O'Brien.

AMONG THOSE PRESENT.

Among those butchers and others present were the following:

L. A. Griffiths, Downs, Osborne county, Kans.

Louis Kinkle, Fort Morgan, Morgan county, Colo.

Joe L. Browne, El Dorado, Kans.

E. A. Angle, Hiawatha, Kans.

Clate D. Moore, Topeka, Kans.

W. H. Tracy, El Dorado, Kans.

Walter P. Gray, Chanute, Kans.

George O. Pollman, La Cygne, Kans.

W. S. Barnes, Chanute, Kans.

A. H. Davidson, Chanute, Kans.

Byron D. Drybread, Elk City, Kans.

D. H. Styles, Garnett, Kans.

Ralph Sirconlomb, Havana, Kans.

Bruce J. Maguire, Fort Scott, Kans.

H. Bell, Kansas City, Kans.

R. M. Sanderlin, Cudahy Packing Co., Coffeyville, Kans.

W. R. Cass, Chicago, Ill.

Thomas Stack, Kansas City, Kans.

G. E. Price, Oklahoma City, Okla.

Emile Gamba, Osage City, Kans.

Harry Garland, Kiowa, Kans.

N. E. Vrooman, Emporia, Kans.

Mrs. N. E. Vrooman, Emporia, Kans.

C. F. Gardner, Kansas City, Mo.

W. C. Workman, Lyons, Kans.

Roy E. Reed, Lyons, Kans.

Geo. Wymore, Oklahoma City, Okla.

L. Hinrichs, St. Louis, Mo.

F. W. Lietzke, El Dorado, Kans.

Brent G. Cahoon, Wichita, Kans.

R. S. Gerow, Wichita, Kans.

Fred Garland, Wellington, Kans.

C. E. Witham, Onaga, Kans.

J. A. Straubinger, El Dorado, Kans.

E. J. McCarthy, Armour & Company, Kansas City, Kans.

C. E. Pike, Armour & Company, Kansas City, Kans.

Bert Nicodemus, El Dorado, Kans.

K. G. Bidwell, El Dorado, Kans.

F. H. Moeller, El Dorado, Kans.

W. A. Droege, Burlingame, Kans.

Ed Huguenian, Peabody, Kans.

W. O. Hughes, Koch Butchers Supply, Kansas City.

Roy Lawrence, Lawrence, Kans.

E. Thudium, Lawrence, Kans.

Marion Lawrence, Lawrence, Kans.

L. I. Hammond, Kansas City, Mo.

D. H. Stiles, Garnett, Kans.

I. H. Hershey, Olathe, Kans.

Geo. Kendall, Cherryvale, Kans.

Milton Ehrlich, St. Joseph, Mo.

Paul Corning, Kansas City, Mo.

F. A. Jenkins, Seneca, Kans.

S. J. Behmer, Morrill, Kans.

H. A. Oursler, Newton, Kans.

P. H. Penner, Newton, Kans.

Wm. Whitlow, Pond Creek, Okla.

A. L. Pullins, Council Grove, Kans.

James Krysl, Ellis, Kans.

E. H. Hendrix, Booth, Kansas City, Mo.

E. N. Burkhalter, Kingman, Kans.

Paul I. Aldrich, Chicago, Ill.

John Goss, Osage City, Kans.

C. G. Fey, Blackwell, Okla.

H. N. Oburn, Dold, Wichita, Kans.

H. P. Allen, Dold, Wichita, Kans.

W. C. Tatman, Dold, Wichita, Kans.

W. K. Stiton, Dold, Wichita, Kans.

R. H. Calkins, Dold, Wichita, Kans.

C. G. Dorst, Salina, Kans.

W. J. Doud, Salina, Kans.

Wm. H. Rittger, Salina, Kans.

C. F. Dolds, Salina, Kans.

Carl L. Holt, Ellsworth, Kans.

Walter Harned, Wichita, Kans.

Geo. H. Osburn, Wichita, Kans.

Carl A. Bell, Wichita, Kans.

H. L. Oiler, Wichita, Kans.

Homer Shrine, Wichita, Kans.

C. R. Tucker, Blackwell, Okla.

F. E. Fairchild, Blue Mound, Kans.

B. E. Bell, Blue Mound, Kans.

Henry Schulke, Florence, Kans.

C. W. Land, El Dorado, Kans.

C. R. Thomas, Jetmore, Kans.

Miley Groves, Towanda, Kans.

J. C. Cannedy, Burns, Kans.

H. F. Corrigan, Armour & Company, Kansas City, Kans.

Carl E. Deshler, Wichita, Kans.

Joe W. Ackley, Jr., Wichita, Kans.

S. J. Hurd, El Dorado, Kans.

B. E. Cross, Arkansas City, Kans.

H. T. Hovey, Swift & Company, Kansas City, Kans.

J. S. Wagoner, Argonia, Kans.

C. W. Myers, Chicago, Ill.

Dan Nickum, Newton, Kans.

J. Jos. Long, Lexington, Mo.

W. T. Wallace, Cassoday, Kans.

W. B. Nance, El Dorado, Kans.

V. L. Nance, El Dorado, Kans.

T. E. Scott, El Dorado, Kans.

Ernest C. Lawson and Frank Arley, Henneberry Packing Co., Arkansas City, Kans.

Louis Stenger, Junction City, Kans.

Mat Schiltz, Wakefield, Kans.

J. H. Mercer, Topeka, Kans.

L. L. Zelsmer, Wichita, Kans.

A. H. Hunter, Salina, Kans.

H. W. Strout, Salina, Kans.

C. P. Peterson, Culver, Kans.

F. H. Franz, Hutchinson, Kans.

H. A. Farrar, El Dorado, Kans.

V. A. Likron, Wichita, Kans.

Jay Mace, Wichita, Kans.

R. J. Cannon, Kansas City, Kans.

L. G. Stainke, McCune, Kans.

J. Handlin, Ponca City, Okla.

C. B. Handley, Ponca City, Okla.

Earl Steel, Wichita, Kans.

J. A. Shorbing, Eldorado, Kans.

E. M. Mindel, Wichita, Kans.

Scott Dunn, Phillipsburg, Kans.

S. B. Ellidge, Parsons, Kans.

John M. Vincent, Girard, Kans.

F. F. Thorpe, Ellsworth, Kans.

W. H. Barger, Eureka, Kans.

Henry Fry, El Dorado, Kans.

C. R. Brown, Garnett, Kans.

S. A. Rader, Garnett, Kans.

W. F. Otis, Wichita, Kans.

L. R. Pittser, Oswego, Kans.

KANSAS CONVENTION NOTES.

Two conventions in a month were too much for "Bill" Fry of Perry, Okla., and he took sick just previous to Joe Browne's meeting. "Bill" can put over a two-way grinder, but when it comes to a two-way convention he needs more practice.

That rousing cheer that interrupted the afternoon session heralded the arrival of "Cap" Ellidge of Parsons. It wouldn't be a Kansas convention without "Cap."

Conventions come and conventions go, but Fred Garland of Wellington and his merry smile go on forever.

As a small-town publicity promoter John Vincent of Girard has them all faded. That's why they wished the vice-presidency on him.

When Emil Gamba of Osage City gets up the butchers always loosen their faces for a good laugh.

Ex-President Bert Pullins of Council Grove was so happy at being out of office that he donated several thousand dollars' worth of valuable ideas to his fellow-butchers.

McGuire of Fort Scott believes in taking a personal interest in his employes and helping them along. It pays good dividends.

Want to know a good way to get rid of your mutton fat? Ask Dilts of Kansas City.

If the Kansas butchers don't all sell fish it won't be the fault of the champion toastmaster of Kansas City and points West. Miller is certainly some "whooper-up."

Louis Kinkle came all the way from Fort Morgan, Colo., to see how they do it in Kansas. Kinkle will be the Joe Browne of Colorado some day.

The servant in the Bible story buried his talent in the ground and got nothing. Bert Pullins buried his tallow in the ground and made money. What's the answer?

If the Meat Council authorities back East want to know how to get rid of the chucks and plates they ought to get McGuire and Pullins to give them a few pointers.

With Joe Browne in front and Vrooman at the back of the hall, no convention could go wrong.

George Wymore saw to it that Oklahoma was not overlooked and Lew Hinrichs did the same for Arkansas. A great team.

The Kansas butchers began to wonder before the convention was over if there was anything in the world John T. Russell of Chicago didn't know about, from cow-punching to block-scraping. John is the champion one-man band of the meat business.

Visitors who stopped at the El Dorado Hotel couldn't tell whether they were in Kansas or New York City. Some hostility!

Joe Seng of Milwaukee will be sure to get an invitation to all future Kansas conventions.

No trouble to strike oil in a bunch of Kansas butchers. They are all gushers when it comes to good ideas.

LOCAL AND PERSONAL.

S. Simon will open a meat market at Kearney, Nebr.

Guy Granger will open a meat market at Mayville, N. Y.

Frank Rohles has opened a meat market at Bronson, Kans.

Samuel J. Meyers will open a meat market at Meyersdale, Pa.

J. W. Evans has engaged in the meat business at Filley, Nebr.

George Shoff will shortly open a meat market at Wymore, Neb.

Fred Westphal will open a meat market at Spring Brook, N. D.

Arthur Broberg will open a meat market at Newman Grove, Neb.

H. Lupion will open a meat market at 905 Main St., Peekskill, N. Y.

L. A. Weare has sold his meat market at Minden, Ia., to Alfred Peiper.

The Thomas Market and Grocery has been incorporated at Dallas, Tex.

The Miller Meat Market will shortly open for business at Colby, Kans.

Albert Griffendorf will shortly install a new meat market at Baroda, Mich.

G. Brown has purchased the meat market of Albert Nauert, at Carmi, Ill.

S. H. Ledoux has purchased the Sanitary Meat Market, Weston, W. Va.

J. C. Lipscomb has sold his meat market at Elk City, Kans., to J. B. Cook.

H. A. Ham has purchased the meat business of B. A. Harris at Wahoo, Nebr.

The meat market of E. B. Fowler, Filer, Idaho, was recently destroyed by fire.

W. A. Dunigan has purchased the meat market of I. A. Hill at Ohio, Nebr.

J. B. Cook has purchased the J. C. Lipscomb meat business at Elk City, Kans.

M. Langenfelt has purchased the meat market of John Warner at Dedham, Ia.

Jacob Schaefer will shortly open a new market at 105 Amity St., Flushing, N. Y.

Frank Kunza and John Kelley will shortly open the Plano Meat Co. at Plano, Ill.

The Rutherford Meat Co. will shortly open for business at Sand Springs, Okla.

Gordinier & Brown have added a meat market to their store at Cumberland, Ia.

Louis Schneider will shortly open a meat market in the Norris Bldg., Salinas, Cal.

E. G. Skinner Co., will open a new meat market at DeKalb, Ill., in the near future.

The Consumers Meat Co. will open market No. 2 at 25 W. 7th St., St. Paul, Minn.

Herman Bredemeir has opened a meat market at 737 St. Joseph Ave., Evansville, Ind.

Henry Weissenburger's meat market at Laurel, Ia., was recently destroyed by fire.

A new meat market is being installed in the Gruett grocery at Rhinelander, Wis.

Martin J. Smits has opened a meat market in the Zittlow Bldg., Wrightstown, Wis.

Hanson Bros. will add many improvements to their meat market at Negaunee, Mich.

F. J. Hoffman has engaged in the meat business at 2136 Regent St., Madison, Nebr.

Markley Bros. have purchased the meat business of D. Fogleman at Cherryvale, Kans.

J. J. Landes has purchased the meat market of W. E. Moore at Marysville, Kans.

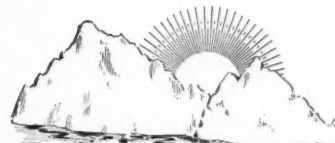
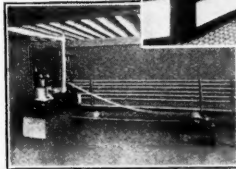
W. H. Rummel and W. A. Robinson have purchased the Johnson Market at Morrison, Ill.

The Liberty Meat Market will open a new meat market on Chillicothe St., Danville, Ill.

Cramer & Corbett will open a new meat market at 314 E. Santa Clara St., San Jose, Cal.

G. F. Geiss & Son will open a branch meat market in the Farmers Free Market, Lodi, Cal.

E. C. Hoover will open a meat market in the Farmers State Bank building, Bucklin, Kans.



Another Summer Is Coming

IF all the year were winter the Butcher would have no refrigerating problems. But his troubles increase and profits decrease when summer returns with its sultry, murky days—unless he has an efficient Refrigerating System.

YORK Enclosed Refrigerating Machines maintain a uniformly low temperature and a dry, sweet atmosphere in the refrigerator at all times, eliminating "trimming" and "off color" meats.

This is the best time to install a York Machine, and laugh at summer when it comes. Make the start by writing us today, and secure the services of the York Organization in solving your refrigerating problems.

YORK MANUFACTURING COMPANY, YORK, PENNA.

(Ice Making and Refrigerating Machinery Exclusively)

Frank Zynda has purchased the meat market of John J. Kolinski at Stevens Point, Wis.

S. Brooks & Son have sold their meat business at McCool Junction, Neb., to W. F. Yearick.

Herman Hassler & Sons have purchased the Old Reliable Meat Market at Enterprise, Kans.

R. C. Stanek has sold his meat market at Brainard, Nebr., to Fred Cerney and Barney Prech.

L. E. Kaler will engage in the meat business at 3361 North Capitol Ave., Indianapolis, Ind.

P. E. and Carl Shelley have purchased the meat market of Elmer L. Krepps at Farmer City, Ill.

James Adams has purchased the M Street meat market at Colton, Cal., from C. W. Andrews.

Milton Zurfluh will open a meat market at the corner of Emerson and Summit Sts., Monroe, Wis.

Geo. Tessin has opened a meat and grocery business at 17th and Indiana avenue, Sheboygan, Wis.

W. W. Culver has purchased the meat and grocery business of Gambrell Mercantile Co., Wellington, Kans.

W. G. Neihass has purchased the meat market in the Sanitary Cash Grocery at Streator, Ill., from L. Arnson.

August Jaeger and Son have purchased the meat business formerly conducted by Mrs. C. Schmauch at Lorain, Ohio.

The Economy Meat Market will shortly be opened at the southwest corner of Broadway and Shawnee Sts., Leavenworth, Kans.

HELPS MEAT MEN TO GET JOBS.

The Cleveland Retail Meat Dealers' Association has started a very progressive central bureau of employment for meat cutters and meat dealers, which is an example for other centers. It is under the able direction of Fred A. Hecht, of that association. When a meat dealer has a job open, he calls up the secretary's office and leaves his name and address, and when a meat dealer inquires for a job, he does the same. This work of the Cleveland Association is a distinct service to the trade and is working well. Already its benefits have been seen in several new memberships in the association.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

TWO MEAT COUNCIL RALLIES.

The much-discussed visits to Greater New York of Dr. C. R. Moulton and Miss Gudrun Carlson, directors of the Institute of American Meat Packers' Bureau of Nutrition and Home Economics in Chicago, came to a head Monday evening when both directors appeared at a mass meeting of the Meat Council of New York at Public School 59, No. 228 East 57th street, Manhattan. Their second appearance was Tuesday night at Butchers' Hall, Brooklyn, where they received a rousing reception. So great was the crowd at the Brooklyn rally that an overflow meeting was forced upon the speakers, and Dr. Moulton and Miss Carlson gave their talks, first to the butchers' and packers' representatives, and then to the housewives in the overflow meeting.

The majority of the moving spirits of the Manhattan and Bronx branches of the Meat Council were present at Monday night's rally. One hundred and six men and eighty-six women attended the rally in Brooklyn. The story of these meetings and of the monster rally and meat-cutting demonstration, which the Hudson County Meat Council will hold Wednesday evening, May 16, at the Dickinson High School, Jersey City, will be told in next week's issue of THE NATIONAL PROVISIONER.

New York Section

K. D. Fogg of the small stock department, Swift & Company, New York, is spending the week in Chicago.

D. C. Davis of the small stock department, Wilson & Company, New York, is spending a few days in Chicago.

Miss Alva Schuck, daughter of Christian Schuck, Sr., was married on Wednesday of last week to Paul Hiller.

F. W. Lyman, manager of Armour and Company's La Porte plant at Buenos Aires, has returned to the United States.

R. D. McManus, public relations department, and W. W. Schumacher, foreign department, Armour and Company, Chicago, are in New York this week.

The Ladies' Auxiliary, United Master Butchers of America, have extended their heartfelt sympathy to Mr. Rudolph Schumacher of the Bronx, whose mother died on Wednesday of last week.

Christian Schuck, a former president of the Bronx Branch, and treasurer of the State Association, United Master Butchers of America, was married on Saturday of last week to Mrs. Bertha Stahl Hefle.

W. R. Whiteman, branch house auditor, Swift & Company, in the New York territory, has been confined to his home for the last two weeks, due to illness. Mr. Whiteman is now on the road to recovery.

The Brooklyn Branch, United Master Butchers of America, has donated \$200 to the mayor's committee for the silver jubilee, in addition to a number of individual subscriptions, and \$25 to the Salvation Army drive.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending May 12, 1923, on shipments sold out, ranged from 10.00 cents to 16.50 cents per pound, and averaged 14.37 cents per pound.

Bronx Branch, United Master Butchers of America, has donated \$50 to the mayor's committee for the silver jubilee, in addition to nine individual checks, with others following, and \$25 to the Salvation Army drive. In addition to this Mr. Fred Hirsch has sent out to the various butchers in the Bronx one hundred boxes and buttons for the Salvation Army.

In response to a request received by George Kramer, chairman of the retail meat division of Manhattan for the Silver Jubilee of Greater New York from Fred A. Wallis, chairman of the committee on sales and distribution of tickets, to appoint a lady and gentleman to act on such committee, Moe Loeb has been appointed and the lady member will be appointed later.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending May 12, 1923: Meat—Manhattan, 2,343 lbs.; Brooklyn, 88 lbs.; The Bronx, 12 lbs.; Queens, 15 lbs.; total, 2,594 lbs. Fish—Manhattan, 308 lbs.; Brooklyn, 28 lbs.; total, 336 lbs. Poultry and game—Manhattan, 9½ lbs.; The Bronx, 3 lbs.; total, 12½ lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 17, 1923, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$16.50@17.00	\$15.50@16.00	\$16.50@17.50	\$16.50@17.00
Good	15.00@16.00	15.00@15.50	15.50@16.50	15.50@16.00
Medium	14.00@15.00	14.25@14.75	14.50@15.50	14.00@15.00
Common	12.50@13.50	13.50@14.00	12.50@14.00	12.00@13.00
COWS:				
Good	11.50@12.50	13.25@13.75	13.00@14.00	12.00@13.00
Medium	10.00@11.00	12.50@13.00	12.00@12.50	11.00@12.00
Common	9.00@10.00	.....@.....	11.00@12.00@.....
BULLS:				
Good	.....@.....	.....@.....	10.50@11.00@.....
Medium	.....@.....	.....@.....	9.00@10.50	9.00@10.00
Common	8.75@9.00	.....@.....	8.50@9.00@.....
Fresh Veal—				
Choice	17.00@18.00	.....@.....	18.00@20.00@.....
Good	15.00@16.00	.....@.....	16.00@17.00	17.00@18.00
Medium	13.00@14.00	11.00@12.00	13.00@15.00	15.00@17.00
Common	9.00@12.00	9.50@11.00	10.50@12.00	11.00@13.00
Fresh Lamb and Mutton—				
LAMBS:				
Spring	32.00@34.00	31.00@32.00	32.00@35.00	30.00@34.00
Choice	29.00@31.00	28.00@30.00	31.00@33.00	30.00@31.00
Good	28.00@29.00	27.00@28.00	29.00@31.00	29.00@30.00
Medium	26.00@27.00	25.00@26.00	27.00@28.00	27.00@28.00
Common	24.00@25.00	.....@.....	25.00@26.00@.....
YEARLINGS:				
Good	.....@.....	.....@.....	22.00@24.00@.....
Medium@.....@.....@.....@.....
Common@.....@.....@.....@.....
MUTTON:				
Good	19.00@21.00	.....@.....	17.00@18.00	17.00@19.00
Medium	16.00@18.00	15.00@16.00	15.00@16.00	15.00@16.50
Common	13.00@16.00	14.00@15.00	12.00@14.00	13.00@15.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	18.00@20.00	19.00@20.00	20.00@22.00	19.00@20.00
10-12 lb. average	17.00@19.00	18.00@19.00	18.00@21.00	18.00@19.00
12-14 lb. average	15.00@17.00	16.00@17.00	17.00@19.00	17.00@18.00
14-16 lb. average	14.00@15.00	15.00@16.00	16.00@18.00	15.00@16.00
16 lb. over	12.50@13.50	13.00@15.00	15.00@16.00	12.00@14.00
SHOULDERS:				
Skinned	10.50@11.50	.....@.....	11.50@13.00	11.00@12.00
PICNICS:				
4-6 lb. average	9.00@10.00	11.50@12.00	11.00@12.00@.....
6-8 lb. average	8.00@9.00	11.00@11.50	10.00@11.00@.....
BUTTS:				
Boston style	11.50@12.50	.....@.....	12.50@15.00	11.50@13.00

*Veal prices include "hide on" at Chicago and New York.

BUTCHERS POSTPONE CONVENTION.

The New York State convention of the United Master Butchers of America has been postponed until the week of June 25 to 30, so as to co-operate in the celebration of "Meat for Health Week."

It is expected that the convention will be the largest ever held in the state. A committee of arrangements has been appointed with Charles Grismer of Brooklyn as chairman, Herman Kirschbaum of Manhattan as secretary, and Charles Schuck of the Bronx as treasurer.

A new four-door sedan will be given away as a prize, each contributor of one dollar to the convention expenses being entitled to a drawing.

NEW YORK MASTER BUTCHERS.

Ye Olde New York Branch, United Master Butchers of America held a well-attended meeting on Tuesday evening, at which a number of interesting subjects were discussed and quite a bit of ground covered.

A communication was received from the National Association of Meat Councils regarding Health Week, June 25th to 30th, in which John T. Russell of Chicago requested that local associations of Meat Councils support this movement. The Branch thought well of this plan and a letter was ordered sent to Pendleton Dudley, secretary of the New York Meat Council, expressing this branch's hearty endorsement.

The committee reported progress on the fire and plate glass fund, the fire fund especially is growing daily.

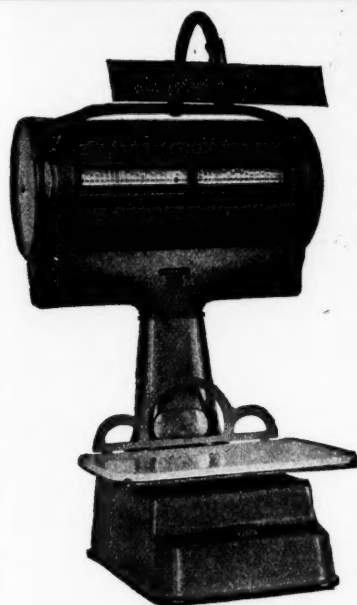
That the faith which the older members had in Belmont Bloch, when they placed upon his young shoulders the chairmanship of the annual ball, was justifiable, is shown in the interesting talk he gave about the work already started and the able committee selected to co-operate with him. Definite plans have not been made, but it is probable the affair will be held in November, and will take the form of a dinner and dance. The committee, which may be added to later, consists of Belmont Bloch, chairman; Moe Loeb, L. Goldstein, L. Goldschmidt, Benj. Metzgers Rudy Arndt, William and Charles Kramer, H. Kirschbaum, I. Bloch, A. F. Grimm, E. Collin, Chas. Behr, Martin Then, Geo. Anslem, H. Kohler, Chas. Lewis and F. Roth. Applications for membership were received and three members were initiated.

CONRON BROS. EMPLOYEES' PICNIC.

The third annual outing of Conron Bros. Co. employees at their open air beef steak dinner was held recently and proved a great success. About 600 employees took part, compared with 208 last year, and 34 the first year, which shows the increasing popularity of this outing. It has become an institution.

The picnickers were taken from the company's Bronx plant at 643 Brook avenue to the place of the outing at Byram Lake, in some 53 private cars and 8 busses in charge of A. G. Brooks and Jay Fritts. When the crowd arrived at the scene of the dinner, it was a hungry one and did justice to the 950 pounds of steak. A series of athletic contests were engaged in, including a 150 yards dash and 75 yards dash. One of the features was a tug of war between the employees of the 13th street branch and the Harlem branch in which the former won.

Some of those present who were ob-



NO. 10 REGULAR
Finished in Gold, Gray or White

BARNES

"The Scale of QUALITY"

Accurate Attractive
Sanitary

It is Fully Guaranteed

Sold only through

RELIABLE DEALERS

Manufactured by

Barnes Scale Co. Detroit, Mich.

served having a good time, were Joseph Raymond and John Conron, Alderman Halberstadt, Robert Kahn, Harry Weil, John Fetterly of Swift & Co., Mike Schratz, Wm. Merritt, Clarence Gleason, Geo. Harsberger, Geo. Maier, Hugh Weston, Harry Chasen, Thomas Nash, Lewis Katz and Harry Schuler.

TELL DEALER INSPECTION VALUE.

"Look for the purple stamp!"

"It is your protection!"

These two sentences crystallize the message of the Baltimore meat packers operating under United States government inspection to the public in their advertisements in the Baltimore daily papers. This advertising campaign, which started off with full page display, is to be kept up for six months.

The message of the packers—nineteen of them who have aligned themselves to project the message of government-inspected meat and meat products—explains just what the retail butcher gets from the packers operating under government inspection, and assures consumers and buyers of meat, veal, pork or lamb that the purple stamp—"U. S. Inspected and Passed"—which the butchers will show them, is the synonym for fresh, untainted meat; clean, sanitary conditions where the meat is prepared; and assurance, backed by the United States government, that the meat is sound, pure and wholesome when it leaves the plants.

The advertisements, which are simply worded and precisely phrased, are convincing and show that the government extends its inspection to the packers for the consumers' protection. All plants, however, do not operate under U. S. government inspection. The idea, then, is for the consumers to demand from their retailer the stamp of government inspection on all meat and meat products they buy.

The packers whose names are signed to the advertisements are Wilson & Co., Armour & Co., H. L. Caplan & Co., Inc.; Corkran, Hill & Co., Inc.; Consolidated Beef and Provision Company, John A. Gebelein, Greenwald Packing Corporation, C. Hohman & Sons, Kaufman Packing Company, Kingan Provision Company, C. G. Kriel Company, Morris & Co., Ottenheimer Bros., Inc.; William Schludersberg, T. J. Kurlde Company, Shafer & Co.; Swift & Co., and Wilson-Martin Company.

BUTCHERS' LADIES' AUXILIARY.

Another highly interesting meeting of the Ladies' Auxiliary, United Master Butchers of America, was held on Wednesday afternoon of last week in Room 818 Fisk Building, New York City. The president, Mrs. Kate Kramer, presided and the recording secretary, Mrs. A. Werner, Jr., gave a very clear report of the proceedings at the last meeting. Favorable reports were also given by the corresponding secretary, Mrs. Chas. Hemdt, and the financial secretary, Mrs. S. Metzger.

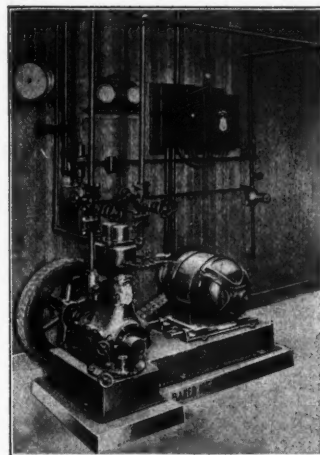
Brooklyn added to its membership in the auxiliary by the joining of several ladies from that borough.

Mrs. David Van Gelder of Brooklyn gave a very interesting little talk emphasizing her great interest in the work, its success and her reasons, which brought much applause. But Mrs. Van Gelder only expressed the thought of all the members, who seem to be wrapped up in the organization.

The forthcoming state convention of the Master Butchers was discussed and plans for the entertaining of lady guests were suggested.

The next meeting will be held on Wednesday afternoon, May 23rd, and as matters of much importance are to be taken up it is hoped that all the members will be present and will bring the wives of other master butchers.

BAKER SYSTEM



Perfect Refrigeration

That's what you need for the preservation of your meats, butter, fruits, vegetables, etc.

You realize that ice is too expensive—too sloppy, and makes your ice box wet and musty. The uneven temperature results in considerable loss to you through meat trimmings and spoilage.

Install the Baker System Mechanical Refrigeration

**Reliable Temperature
Cheaper Than Ice
Easy to Operate
Lasts a Lifetime**

With the Baker System you have absolute control of the desired temperature and can cut out the ice bills. A steady and dependable circulation of cold dry air will reduce your loss through spoilage and trimmings—your box will be dry and sanitary.

Write for Bulletin No. 42-D

Baker Ice Machine Co.
Omaha, Neb.

STOKERS

**STOKERS OF ALL SIZES
FOR ANY APPLICATION**

Address Nearest Office

**Sales and Service Offices
in All Principal Cities**

Westinghouse Electric & Mfg. Co.
South Philadelphia Works
Philadelphia, Pa.



Westinghouse

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to prime.....	7.50@16.30
Cows, common to choice.....	1.75@ 5.50
Bulls, common to choice.....	4.00@ 6.40

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	16.75@17.00
Calves, veals, common to medium.....	11.00@15.25
Calves, veals, culls, per 100 lbs.....	7.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	15.75@16.00
Sheep, ewes, prime, 100 lbs.....	7.25@ 7.50
Sheep, ewes, common to good, per 100 lbs.....	4.50@ 7.00

LIVE HOGS.

Hogs, heavy.....	8.10@8.60
Hogs, medium.....	8.60@8.75
Hogs, 140 lbs.....	8.80@8.75
Pigs, under 70 lbs.....	8.10@8.60
Roughs.....	6 1/4 @ 6 3/4

DRESSED BEEF.

CITY DRESSED.

Choice, navy, heavy.....	17 @18
Choice, native, light.....	17 @18
Native, common to fair.....	15 @16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	16 @16 1/2
Native choice yearlings, 400@600 lbs.....	16 1/2 @17
Western steers, 600@800 lbs.....	15 @15 1/2
Texas steers, 400@600 lbs.....	12 1/2 @14
Good to choice heifers.....	15 @16
Choice cows.....	12 1/2 @13
Common to fair cows.....	11 1/2 @12
Fresh bologna bulls.....	9 @ 9 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@22 22	@24
No. 2 ribs.....	@18 19	@21
No. 3 ribs.....	@14 14	@18
No. 1 loins.....	@28 28	@30
No. 2 loins.....	@24 24	@27
No. 3 loins.....	@15 15	@26
No. 3 hinds and ribs.....	@10 10	@12
No. 2 hinds and ribs.....	@20 20	@21
No. 3 hinds and ribs.....	@10 10	@12
No. 4 rounds.....	@14 14	@15
No. 2 rounds.....	@13 13	@14
No. 3 rounds.....	@12 12	@13
No. 1 chucks.....	@11 11	@12
No. 2 chucks.....	@10 10	@8 @ 9
No. 3 chucks.....	@9 9	@7 @ 8
Bolognas.....	@6 6	@9 1/2 @10 1/2
Rolls, reg., 6@8 lbs. avg.....	@22 22	@23
Rolls, reg., 4@6 lbs. avg.....	@17 17	@18
Tenderloins, 4@5 lbs. avg.....	@00 00	@70
Tenderloins, 5@6 lbs. avg.....	@80 80	@90
Shoulder clods.....	@10 10	@11

DRESSED CALVES.

Prime.....	@19 @20
Choice.....	@17 @19
Good.....	@16 @17
Medium.....	@13 @15
Common.....	@10 @12

DRESSED HOGS.

Hogs, heavy.....	@12
Hogs, 180 lbs.....	@12 1/2
Hogs, 160 lbs.....	@12 1/2
Hogs, 140 lbs.....	@13
Pigs, 80 lbs.....	@13

DRESSED SHEEP AND LAMBS.

Lambs, choice winters.....	@30 @32
Lambs, genuine spring.....	@32 @35
Lambs, poor grades.....	@28 @29
Sheep, choice.....	@18 @19
Sheep, medium to good.....	@14 @16
Sheep, culls.....	@10 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@22 @23
Hams, 10@12 lbs. avg.....	@21 @22
Hams, 12@14 lbs. avg.....	@21 @22
Picnics, 4@6 lbs. avg.....	@12 @14
Picnics, 6@8 lbs. avg.....	@12 @13
Rowletttes, 6@8 lb. avg., per lb.....	@14 @15
Beef tongue, light.....	@35 @40
Beef tongue, heavy.....	@43 @45
Bacon, boneless, Western.....	@22 @23
Bacon, boneless, city.....	@22 @23
Pickled bellies, 10@12 lbs. avg.....	@16 @17

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	@21
Fresh pork tenderloins.....	@55
Frozen pork loins, 10@12 lbs. avg.....	@17
Frozen pork tenderloins.....	@38
Shoulders, city, 10@12 lbs. avg.....	@17
Shoulders, Western, 10@12 lbs. avg.....	@13
Butts, boneless, Western.....	@18
Butts, regular, Western.....	@15
Fresh hams, city, 8@10 lbs. avg.....	@22
Fresh hams, Western, 10@12 lbs. avg.....	@20
Fresh picnic hams, Western, 6@8 lbs. avg.....	@12
Extra lean pork trimmings.....	@14
Regular pork trimmings, 50% lean.....	7 @ 8
Fresh spare ribs.....	@11
Raw leaf lard.....	@13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00@120.00
Black hoofs, per ton.....	70.00@ 75.00
Striped hoofs, per ton.....	70.00@ 75.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@34c a pound
Fresh steer tongues, L. C. trim'd.....	@40c a pound
Calves, heads, scalded.....	@65c a piece
Sweetbreads, veal.....	@75c a pair
Sweetbreads, beef.....	@55c a pound
Beef kidneys.....	@16c a pound
Mutton kidneys.....	@8c each
Livers, beef.....	@18c a pound
Oxtails.....	@12c each
Hearts, beef.....	@8c a pound
Beef hanging tenders.....	@13c a pound
Lamb fries.....	@10c apair

BUTCHER'S FAT.

Shopfat.....	@ 3
Breast fat.....	@ 4 1/2
Edible suet.....	@ 6
Cond. suet.....	@ 5
Bones.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14 1/4	17 1/4
Pepper, Sing., black.....	10 1/4	13 1/4
Pepper, red.....	29	33
Allspice.....	5 1/4	4 1/4
Cinnamon.....	13	17
Coriander.....	12	15
Cloves.....	28 1/2	33 1/2
Ginger.....	16	19
Mace.....	54	59

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Bag.
Double refined saltpetre, granulated.....	6%	6%	per lb.
Double refined saltpetre, small crystals.....	7%	7%	
Double refined nitrate soda, granulated.....	4 1/2%	4%	
Double refined nitrate soda, crystals.....	5 1/4%	5%	
In 25 barrel lots:			
Double refined saltpetre, granulated.....	6%	6 1/2%	
Double refined saltpetre, small crystals.....	7%	7 1/2%	
Double refined nitrate soda, granulated.....	4%	4 1/4%	
Double refined nitrate soda, crystals.....	5 1/4%	5%	
Carload lots:			
Double refined nitrate of soda, granulated 4 1/4%	4%		
Double refined nitrate of soda, crystals 5%	4%		

GREEN CALFSKINS.

	5-9 lbs.	9 1/2-12 1/2 lbs.	12 1/2-14 lbs.	14-18 lbs.	18 lbs. up.
Prime No. 1 veals.....	19	2.20	2.30	2.55	3.30
Prime No. 2 veals.....	17	2.00	2.05	2.30	3.05
Buttermilk No. 1.....	16	1.90	1.95	2.20	...
Buttermilk No. 2.....	14	1.70	1.70	1.95	...
Branded grubby.....	11	1.20	1.30	1.45	1.90
No. 3.....	At value				

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 66 lbs. and over to dozen, lb.....	@30
Western, 48 to 54 lbs. to dozen, lb.....	@32
Western, 43 to 47 lbs. to dozen, lb.....	@31
Western, 36 to 42 lbs. to dozen, lb.....	@29
Western, 30 to 35 lbs. to dozen, lb.....	@27

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 66 lbs. and over to dozen, lb.....	@29
Western, 48 to 54 lbs. to dozen, lb.....	@31
Western, 43 to 47 lbs. to dozen, lb.....	@30
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@26
Fowls—Fresh—dry packed, corn fed—barrels.	
Western, dry packed, 5 lbs. and over, lb.....	@28
Western, dry packed, 4 1/2 lbs. each, lb.....	@28
Western, dry packed, 3 1/2 lbs. each, lb.....	@26
Western, dry packed, 3 lbs. and under, lb.....	@23
Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, boxes.....	@18
Western, scalded, bbls.....	@17
Ducks—	
Long Island, per lb., boxes.....	9.00@ 9.50
Squabs—	
White, 12 lbs. to doz., per doz.....	7.00@ 7.50
White, 10 lbs. to doz., per doz.....	1.00@ 1.50
Culls, per doz.....	

LIVE POULTRY.

Broilers, via express.....	@60
Old roosters, via freight.....	@14
Ducks, Western, via freight.....	@20
Turkeys, hens, via express.....	@35
Geese, via express.....	@14
Pigeons, per pair, via freight or express.....	@45
Guineas, per pair, via freight or express.....	@70

BUTTER.

Creamery, extras (92 score).....	@43 1/4
Creamery, seconds.....	@42
Creamery, firsts.....	@42 1/2
Creamery, lower grades.....	@41

EGGS.

Fresh gathered, extras, per doz.....	29 1/2 @30
Fresh gathered, extra firsts.....	@28
Fresh gathered, firsts.....	@26 1/2
Fresh gathered checks, fair to choice, dry.....	@23 1/2
Fresh gathered dirties, reg. packed No. 1.....	1.23 @24

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

	Ammoniates.
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	@ 3.25
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York.....	3.70 @ 3.90
Blood, dried, 15-16% per unit.....	@ 4.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore.....	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.75 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.75 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.90
Soda nitrate, in bags, futures.....	2.45 @ 2.65
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	3.75 and 10c
Tankage, unground, 9-10% ammonia.....	3.25 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton.....	@36.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@40.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 9.50

Potash.

Kalnit, 12.4% bulk, per ton.....	@ 7.22
Manure salt, 20% bulk, per ton.....	@10.00
Muriate, in bags, basis 80%, per ton.....	@33.00
Sulphate, basis 90% bags, ton.....	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of May 5 to May 11, 1923:

	May	May	May	May	May
	5.	7.	8.	9.	10.
Chicago.....	41 1/2	42	41 1/2	41 1/2	42
New York.....	43	43 1/2	43 1/2	43 1/2	44
Boston.....	43	44 1/2	44 1/2	44 1/2	45
Phila.....	43 1/2	43 1/2	44	44	44

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	May	May	May	May	May
	5.	7.	8.	9.	10.
Chicago.....	41 1/2	42	41 1/2	41 1/2	42

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1923.
Chicago.....	37,744	33,623	37,465	918,966
New York.....	35,252	39,360	54,803	1,084,089
Boston.....	13,795	11,852	17,187	319,700
Phila.....	12,956	12,318	13,717	303,532

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Cor. day of May 11, week, 1922.
Chicago.....	2,207	5,100	218,173
New York.....	20,116	431,137	137,679
Boston.....	12,689	3,731	44,505
Phila.....	7,550	6,315	51,290
Total.....	22,526	35,262	1,026,055

